The Manufacturing Confectioner

TECHNOLOGY DEPT.

IONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

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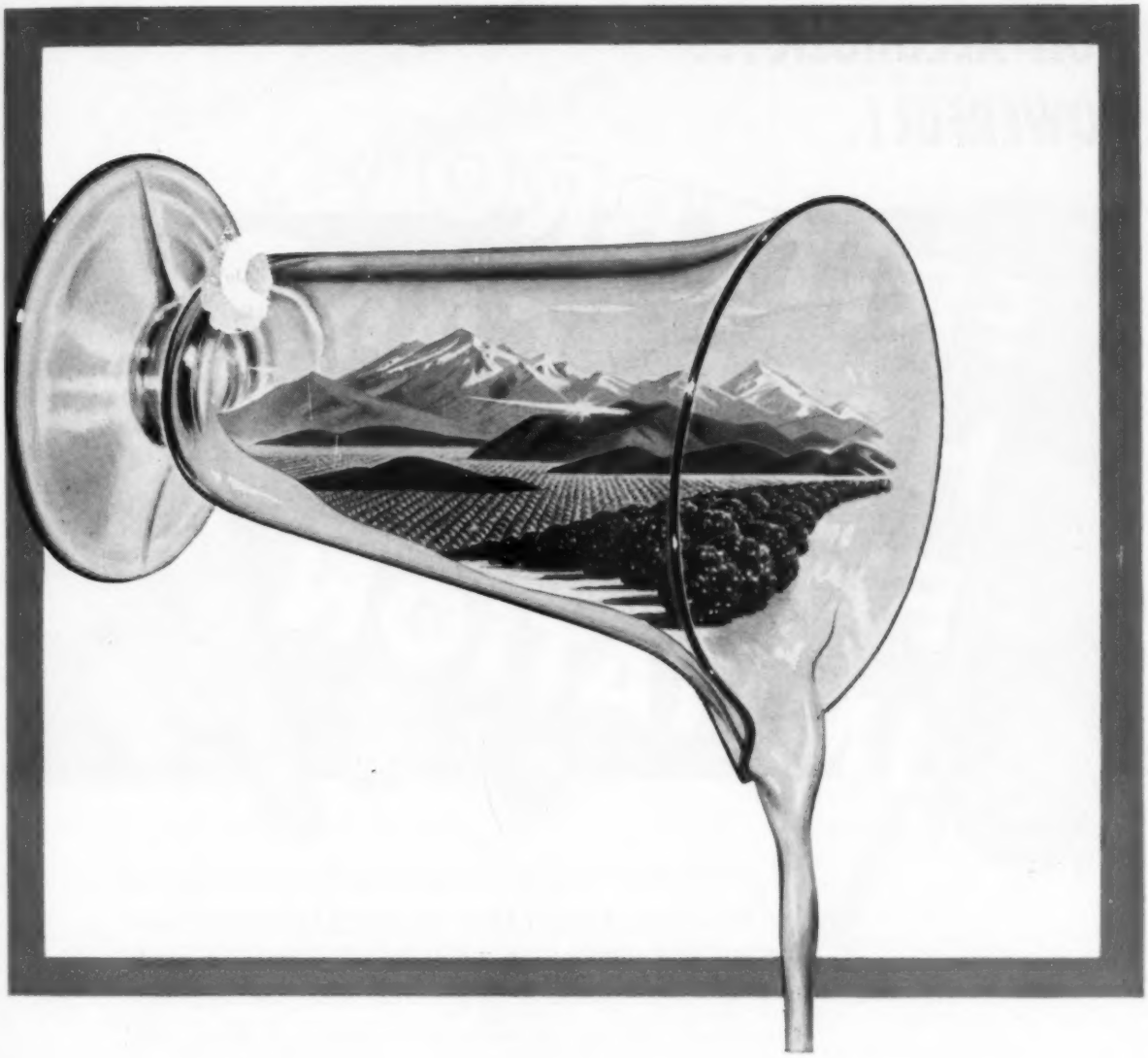

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The Manufacturing Confectioner

Vol. XXXV No. 1

January 1955

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The Candy Manufacturing Center of the World

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COVER: Trucks like this one create good-will among Hollywood Brands' customers, and sell for them on the highways of most of the states. The complete story on this operation is on page 21.

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A Textbook on Candy Making

by Alfred E. Leighton

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

Profits Through Cost Control for Manufacturing Confectioners

by Frank Buese and Eric Weissenburger

This booklet deals with the problems of cost control in candy plants, including planning for profit, controlling material costs, labor costs, distribution costs and overhead costs. The emphasis is on planning operations so that a profit will be made, and in detecting those factors which will adversely affect profit before they can seriously cut the planned profit.

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Mr. Richmond's first book, Candy Production, Methods and Formulas, is the most informative and up-to-date reference for the wholesale candy manufacturer. This book, published five years ago and now almost out of print, was the most successful book ever published for the candy manufacturer.

Choice Confections

by Walter Richmond

Choice Confections fills a long felt need for a book written primarily for the manufacturing retailer. The 365 formulas are given in two batch sizes, one for hand work, and one for machine work. There are separate instructions for working each sized batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy terms and chemical terms that candy men are apt to run into. All of the formulas are cross indexed for ready reference, and are grouped in chapters for convenience. A complete chapter is presented on chocolate, giving the information that is necessary to have in order to buy coatings intelligently and use them to the best advantage.

All manufacturing retailers will welcome this book as an indispensable tool in varying old formulas and developing new ones. All 365 formulas have been production tested and are proven sellers.

Mr. Richmond is at present director of quality control at Norriss Candy Company in Atlanta, Georgia. During the past forty years he has worked in some of the largest and finest candy plants in this country, both wholesale and retail. His experience is available to every retail candy plant in the world for only $10.00.

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Confectioner's Briefs

Maxfield Candy Company of Salt Lake City, Utah, won third place in the 1955 National Offset-Lithography Competition with a box wrap titled "Masterpieces in Chocolates." This wrap features the finest illustration of dark and light chocolates that we have ever seen.

Morton I. Singer, Inc., of Jersey City, New Jersey, is a new firm organized to manufacture and distribute the "Coffee-ets" and "Flavor-ets," long manufactured in California by Miss Saylors. The production is due to start this month and distribution will be made to all territories east of the Mississippi River. Morton I. Singer, President of the new firm, is also president of the candy jobbing house of Singer Bros., Inc., of Jersey City.

The Western Confectionery Salesmen's Association completed a very successful 40th annual convention last month. The highlight of the meeting was the report of membership chairman, Ralph Lee, that over 80 new members were accepted in the association this past year.

The new officers of the association are **Joseph J. Schreiner** of Chicago, Ill., President; 1st Vice President, **Charles Meek**, Evanston, Ill.; 2nd Vice president, **Ralph Lee**, Elmhurst, Ill.; and **Warren Durgin**, remains as a very efficient and dependable Secy.-Treasurer.

It has been announced that the merger negotiations carried on between National Starch Products, Inc. and the Corn Processing Division of Clinton Foods, Inc. have been discontinued.

Reson Sales Corp. of Mineola, N. Y., has been formed to distribute nationally Rem Medicinal Cough Drops. This new organization is jointly owned by the Maryland Pharmaceutical Company, manufacturer of the famous Rem Cough Medicine, and Mason Au & Magenheimer Confectionery Manufacturing Company at whose Mineola plant Rem Cough Drops are being manufactured.

Charles B. deMaya has left General Foods Corp. to live and work in Sarasota, Florida. He is establishing a permanent home there as a center for activities for his Tropical Test Station. He was Research and Development Manager for the Franklin Baker Division of General Foods. His address in Sarasota is 1634 Pine Tree Lane.

Mr. A. Heybroek, President of **Geveke & Company, Inc.**, machinery importers of New York City, is now acting as Sales Manager of the firm.

New Whipping Agent

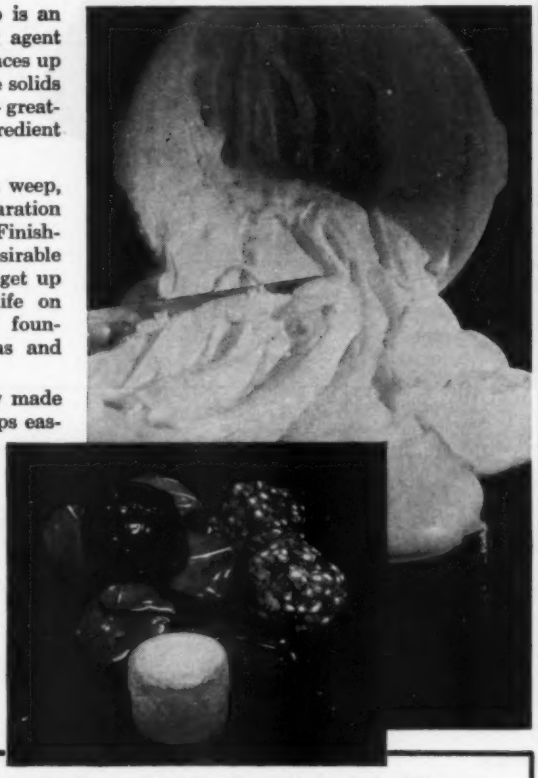
replaces ⅓ to ½ egg white or gelatin to

CUT COSTS...IMPROVE PRODUCT

PEEBLES' Dairy-Whip is an improved whipping agent for confections. It replaces up to 50% of the egg white solids in standard formulas — greatly reduces total ingredient cost.

Dairy-Whip reduces weep, retards corn syrup separation and improves texture. Finished candies retain desirable color and flavor. You get up to 50% more shelf life on marshmallow cremes, fountain toppings, mazettas and frappe.

Ripple marshmallow made with Dairy-Whip pumps easier at low temperatures and shears more readily. In cast marshmallow formulas, Dairy-Whip replaces 15% to 20% of the gelatin to cut ingredient costs — making creamier, smoother, more tender marshmallows that have greater stability in storage.



For Caramels, fudge and taffy, use Peebles' Sweet Dairy-Whey. Replace 50% or more of the nonfat milk solids . . . can cut dairy ingredient costs up to 50%. Extends shelf life because it replaces tough casein protein to boost moisture retention. Dairy-Whey meets U.S. Extra Grade specifications. It's spray-dried, non-hygroscopic, uniform high quality the year around.

Write Technical Service Department for complete information covering specific uses. Please specify product.

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An added note of interest to conventioneers to Los Angeles for the 1955 Western Candy Conference will be the attractions offered at the Ambassador Hotel, where the Convention and Exhibition will be staged.

The convention committee from the Manufacturers and Allied Trades groups of Los Angeles met with their chairman, Edward F. Pearson, to discuss plans for the **Western Candy Conference,** February 24-25, 1955. It is expected that this may be the largest supply machinery and equipment exhibit as yet held in the west for the confectionery industry. The convention and exposition will be held at the Ambassador Hotel.

CALENDAR

January 11—Central Pennsylvania Candy Salesmen's Club monthly meeting at Harrisburg, Pa.

January 11—Boston Section of the American Association of Candy Technologists monthly meeting at 6:30 p.m. at the Hotel Continental, Cambridge, Mass.

January 13—New York Section of the American Association of Candy Technologists monthly meeting at Busto's Restaurant, 11 Stone Street, New York, N. Y., at 6:30 p.m.

January 18—Candy Executives Club monthly meeting at the St. George Hotel, Brooklyn, N. Y., at 6:00 p.m.

January 18—Chicago Section of the American Association of Candy Technologists monthly meeting at 6:30 p.m. at the Furniture Club, Chicago, Ill.

January 30-February 2—Philadelphia Candy Show, Ben Franklin Hotel, Philadelphia, Pa.

February 24-25—Western Candy Conference, Ambassador Hotel, Wilshire Blvd., Los Angeles, Calif.

April 16-17—Semi-Annual meeting Packaging Machinery Manufacturers Institute, Palmer House, Chicago, Ill.

June 5-8—Associated Retail Confectioners of the United States, Drake Hotel, Chicago, Ill.

June 5-10—National Confectioners' Association, Conrad Hilton, Chicago, Ill.

July 13—Southern Salesmen's Candy Club, Hotel Roanoke, Roanoke, Va.

July 14-15—Southern Wholesale Confectioners Association, Hotel Roanoke, Roanoke, Va.

July 16-19—Metropolitan Candy Brokers' Association annual exposition, Hotel Commodore, New York, N. Y.

July 31-August 4—National Candy Wholesalers Association, Sherman Hotel, Chicago, Ill.

September 15-18—Annual Meeting Packaging Machinery Manufacturers Institute, The Homestead, Hot Springs, Va.

September 18-21—Philadelphia Candy Show, Ben Franklin Hotel, Philadelphia, Pa.

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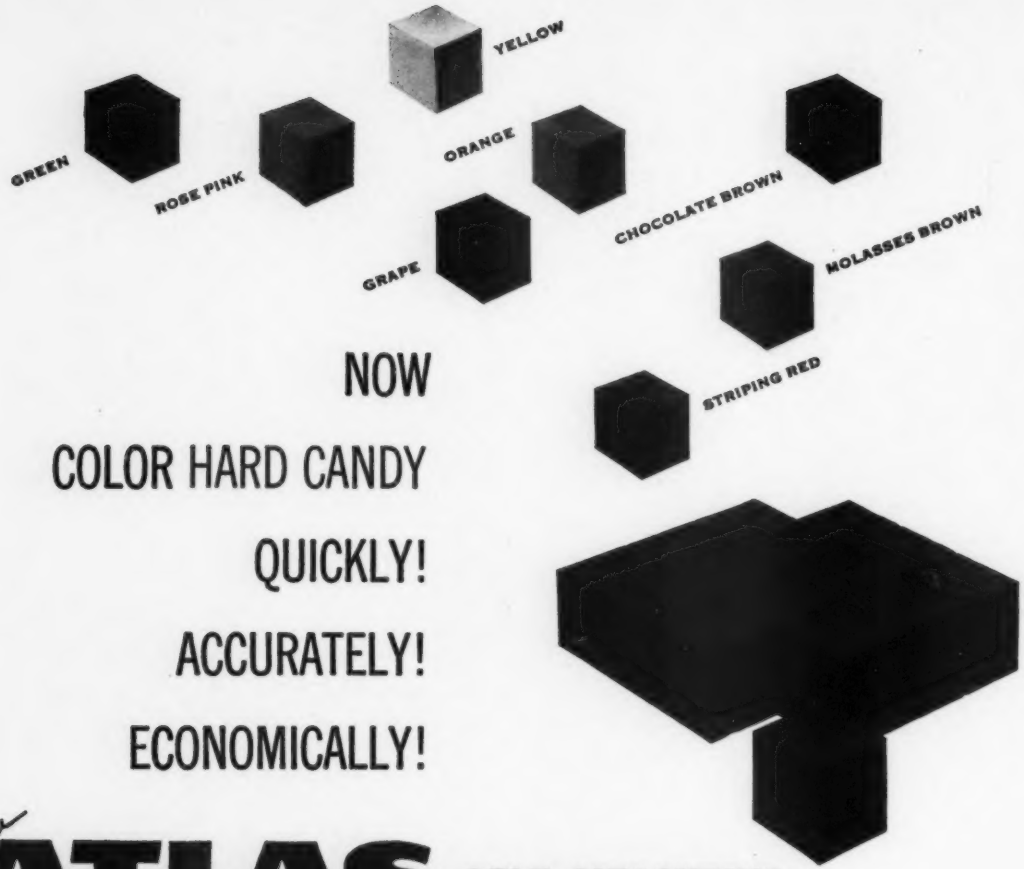

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ACCURATELY! The *patented* self-measuring* feature of Atlas Color Cubes guarantees dependable color uniformity in every batch. In a 1 lb. box, each of the 8 2-oz. squares is precision-scored to form 16 color cubes per square. They break off easily and exactly, assuring accurate color control every time.

ECONOMICALLY! Atlas Color Cubes save you time and money. No waste—no muss—no time lost preparing pastes—and everything, even hands, are kept clean. And just 1 lb. will efficiently color approximately 4,500 lbs. of hard candy.

Want proof ATLAS Certified Color Cubes are best for your needs? Try a box... if not entirely satisfactory return the unused portion for full credit.

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Watch the Sesame

New domestic sources may bring down the price of this remarkably stable oil

by WESLEY H. CHILDS, *technical editor*

The tests of Baudouin, Tocher, and Villavecchia and Fabris[1] are familiar to most food chemists. Almost everyone has heard the story of *Ali Baba and the Forty Thieves*. The chemical tests and the fairy story concern sesame. "Open sesame," magic pass words in the story, have, until recently, handicapped the production of sesame in the United States.

Sesame and coconut are the two oldest edible oils known to man. Sesame oil production has been limited to countries where labor is plentiful and cheap. The sesame plant, usually growing to a height of three and one-half or four feet, bears seed pods which shatter when mature. These pods ripen unevenly – those low on the stem ripen while the upper portion of the stalk flowers. This characteristic of the plant has necessitated hand harvesting of the crop in China, India, and Burma. The tiny sesame seeds – about 10,000 weigh one ounce – range in color from black through brown to gray and white, and contain about 50 per cent of oil and 25 per cent of protein. The people of China and India have long esteemed sesame seed as a high nutritive food.

In this country, sesame seeds have found some use in the baking and confectionery industries. In the former, they are used quite extensively for their decorative properties for breads and pastries. The candy maker uses the seeds in Halvah.

In view of recent developments, sesame oil may become more commonly known to all and its properties advance its utilization in confectionery. For example, the industry still seeks a good slab oil – a nutritious oil of high stability.

Dr. E. H. Colister, Texas Research Foundation, worked for five years to develop a non-shattering type of sesame which matures uniformly on the stalk. This

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ALVA flavors are tops in taste — AND — they are dependably identical time after time. after time. The ALVA flavors quality control laboratories insure consistent quality in every drop of flavor manufactured. Precise control is maintained, for raw materials, through each step of processing to a final double check before shipment. In the ALVA test kitchens every flavor is tested in the product for strength, quality, and shelf-life.

You get what you want *every* time with ALVA confectionery flavors.

We will send samples of the remarkable new

ALVA
RASPBERRY
STRAWBERRY
and LIME

for cream centers or hard candies.

VAN AMERINGEN-HAEBLER, INC.

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Alva FLAVORS

improved strain, Renner Sesame No. 1, can be harvested with conventional machinery. First plantings were made in 1951 on a trial basis. A yield of 1360 pounds of sesame seed per acre indicated that an approximate mean yield of 800 pounds per acre under "normal" farming conditions was possible. Sesame thrives splendidly under the weather conditions existing in the Southwest for the past few years: very hot and very dry. Cold temperatures ruin sesame – it is a tropical plant.[2]

The annual production of sesame oil, prior to World War II, was from 1.5 to 1:75 million tons.[3] The world production is reported by Eckey[4] to be amout 1500 million pounds. In the Western hemisphere Mexico, Venezuela and other Latin countries are the largest producers of sesame oil. Sesame was introduced into the southern United States in the 17th century. Some is still grown around Charleston, South Carolina.

The white seeds yield the best oil.[3] The fresh, filtered, cold-pressed oil is pale yellow in color, of characteristic taste and deposits very little stearin at 0° C. It is unusually stable.[3] Sesame oil has merited usage in food products because it contains potent antioxidants. These are fully activated by hydrogenation.[6] It has been reported that sesame oils hydrogenated to shortening consistency vary in stability from 560 to 840 hours by the active oxygen method.[8]

The high degree of stability exhibited by hydrogenated sesame oil may be noted by patents which cover the addition of this product to lard and vegetable shortening to increase their shelf life. Crude sesame oil contains from 0.3 to 0.5 per cent of sesamolin which hydrolyses under processing to form sesamol, the principal having antioxidant properties. Sesamol, methylene ether of oxyhydroquinone, may be present in bleached and hydrogenated sesame oils to the extent of over 0.1 per cent.[5] Deodorization, however, reduces the stability of sesame oil through removal of this sesamol. Chemically, then, this sesamol is a phenolic compound and related to that potent antioxidant, hydroquinone used by some food and drug processsors in years gone by, until forbidden by the F. D. & C.

Sesame oil has been shown to be satisfactory as a food product. It is nutritionally equivalent to other edible fats and oils although it seems lacking in Vitamin A and is low in Vitamin E.[3] The presence of tocopherol in sesame oil is questionable.[4] Bailey[5] reported the presence of 0.050 per cent tocopherol in refined sesame oil.

From the accompanying tables, an idea may be gained of the properties exhibited by many of the

TABLE 1

Some Constants of Some Fats and Oils[3, 4, 5, 6]

	Cocoa Butter	Coconut Oil	Corn Oil	Cottonseed Oil	Palm Oil	Palm Kernel Oil	Peanut Oil	Sesame Oil	Soybean Oil
Refractive Index:									—
at 25° C.	—	1.453-1.456	1.470-1.474	1.468-1.472	1.453-1.4585	—	1.467-1.470	1.470-1.474	
at 40° C.	1.453-1.458	1.448-1.450	1.464-1.468	—	1.453-1.456	1.449-1.452	1.4605-1.4645	1.464-1.468	1.470-1.476
Iodine Value	33-40	7.0-10.5	103-133	99-115	44-68	14-23	83-102	103-116	117-141
Saponfication Val.	190-200	250-264	187-196	189-198	195-205	244-254	188-195	187-195	189-195
Unsap. Matter, %	0.2-1.0	0.15-0.6	0.8-2.9	less than 1.5	0.2-0.5	0.2-0.8	0.2-0.8	0.9-2.3	0.5-1.6
Titer, Degrees C.	45-50	20-24	14-20	30-38	38-47	20-28	26-32	20-25	22-27

TABLE 2

The Percentage of Fatty Acids in Some Fats and Oils[6]

	Cocoa Butter	Coconut Oil	Corn Oil	Cotton-seed Oil	Palm Oil	Palm Kernel Oil	Peanut Oil	Sesame Oil	Soy-bean Oil
Caprylic	—	7	—	—	—	3	—	—	—
Capric	—	7	—	—	—	7	—	—	—
Lauric	—	48	—	—	—	47	—	—	—
Myristic	—	19	—	1	2	14	—	—	—
Palmitic	25	10	6	21	42	9	8	8	9
Stearic	35	2	2	2	4	1	4	3	2
Oleic	38	8	37	25	42	18	55	47	32
Linoleic	2	1	54	50	10	1	25	41	53
Arachidic	—	—	1	1	—	—	3	1	1
C_{22} C_{24} Saturated	—	—	—	—	—	—	5	—	—
Linolenic	—	—	—	—	—	—	—	—	—

TABLE 3

Constants of Some Completely Hydrogenated Oils[6]

	Refractive Index @ 60 C.	Melting Point C.	Titer C.
Coconut	1.4400	44.8	42.0
Corn	1.4470	69.0	65.0
Cottonseed	1.4462	62.0	61.5
Sesame	1.4466	68.0	66.0
Soybean	1.4464	68.0	65.5

TABLE 4

Prices of Some Fats and Oils (per pound)[7]

Cocoa Butter, bags	$0.88
Coconut Oil, ref., tax incl., drums	.20¼
Coconut Oil, deod., tax incl., drums	.22
Cottonseed Oil, ref., salad, drums	.18¼
Corn Oil, ref., salad, drums	.18½
Palm Oil, clarified, drums	.12½
Palm Kernel Oil, denat., tanks	.12
Peanut Oil, ref., drums	.23
Sesame Oil, ref., drums	.36½
Soybean Oil, ref., salad, drums	.17¼

Just three ingredients

the candymaker said

We had asked him to test a group of candy formulas* . . . .

"If you're looking for something that will really sell," he said, "forget formulas, and stick to just three ingredients."

And then he named the magic three . . . ALMONDS . . . caramel . . . chocolate.

"Mix plenty of almonds with either chocolate or caramel, and you've got a winner."

Those were his words. Of course, it's not our intention to tell you how to make candy, and undoubtedly there are other excellent combinations of ingredients.

Our job is handling nearly three-fourths of the California crop . . . processing almonds to give candy-makers the exact grades and sizes they want, in the form they want 'em . . . graded natural kernels, or kernels split, sliced, halved, chopped, or diced.

You can be sure Blue Diamond Almonds will always be high in quality, free from dust, foreign particles or bitters, uniformly graded to minimize sorting and handling in your plant.

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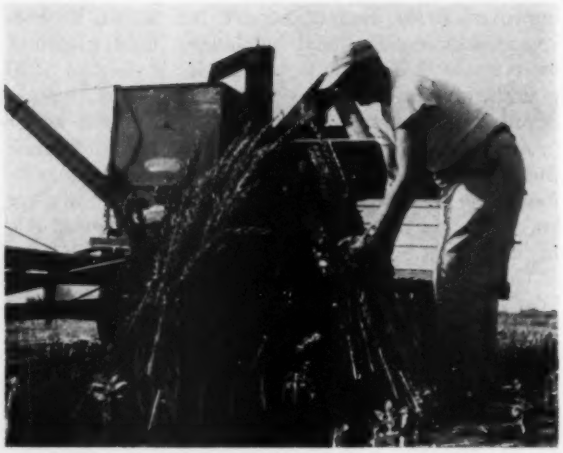
He liked our formulas, and adapted several to his own use. Write us for your copy of "Formulas for Candymakers."



Shocks of sesame stalks are shown being fed into a harvesting machine.

oils and fats used by the confectionery industry. It would seem that an oil such as sesame, of high stability, would appeal to candy makers desirous of increasing the stability of their products. One reason, perhaps, for failure to utilize this oil is its price, which, as seen from examination of Table 4, is high. The incorporation of an amount of sesame oil in other oils and fats to take advantage of its antioxidant properties, which may be markedly increased through the synergistic effect of citric or phosphoric acids, may well be feasible.

The seed produced this year in Texas, where an effort is being made to introduce this crop commercially, is far below expectations due to the severe drought. Therefore, all seed is being used as whole seed for the bakery and confectionery trade with none available for crushing and oil production. If the markets for the whole seed prove active, an increase in acreage is expected next year and production will be available for crushing. Samples taken from current crop indicate the following values for oil:

Swifts stability	668 hrs.	Wiley melting pt.	108.5° F.
Iodine value	64.6	Congeal point	33.8
Complete melting pt.	110° F.	Free fatty acid	.06%

With the prospect of sesame becoming of economic importance in the United States, it should attract attention among users of fats and oils. Why not conduct a few experiments with sesame oil?

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by Frank Buese and Eric Weissenburger

This booklet is a compilation of five articles which appeared in The Manufacturing Confectioner during the last two years. This material deals with the problems of cost control in candy plants, including planning for profit, controlling material costs, labor costs, distribution costs and overhead costs. The emphasis is on planning operations so that a profit will be made, and in detecting those factors which will adversely affect profit before they can seriously cut the planned profit.

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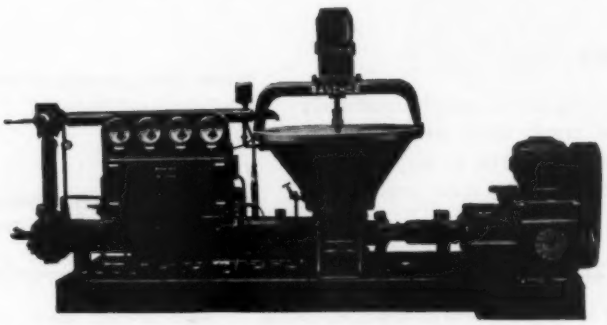

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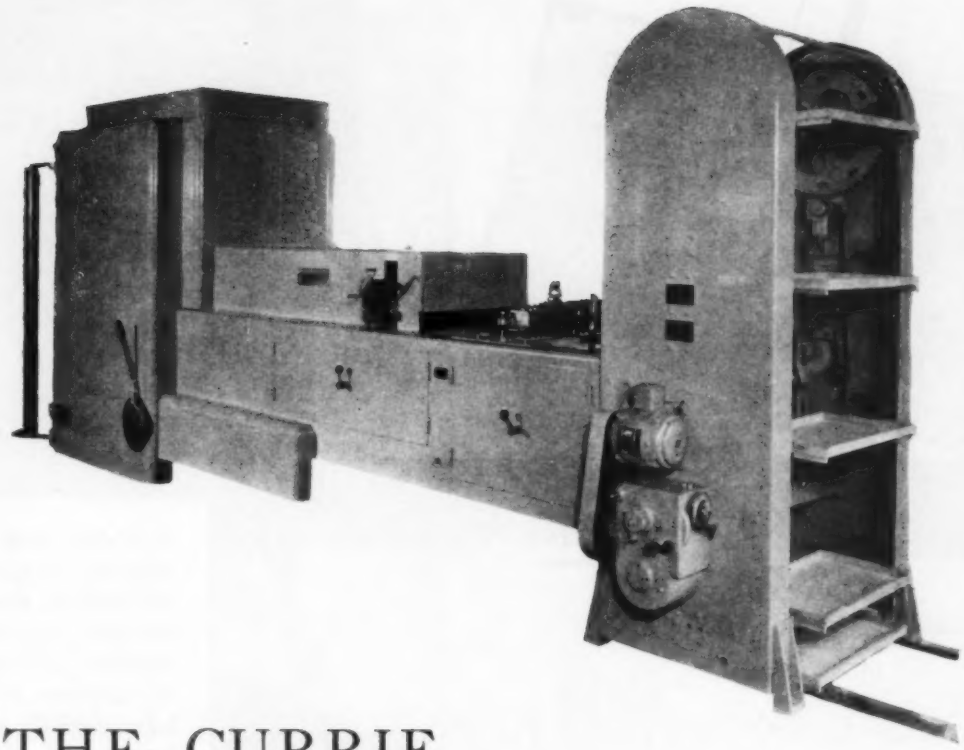

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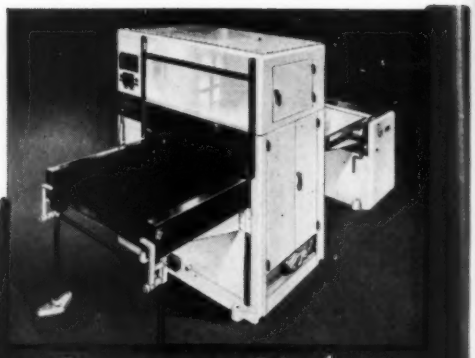

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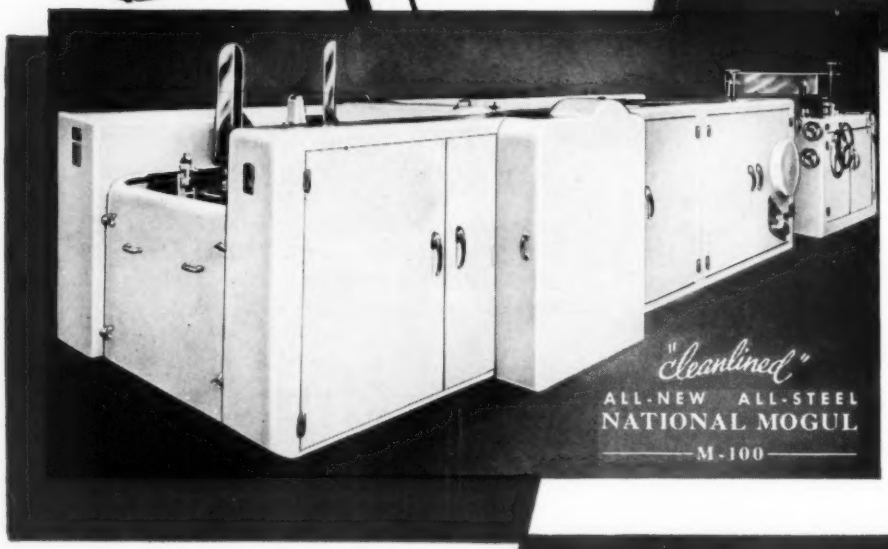

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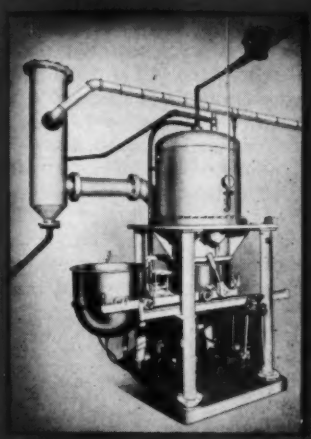

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This is one of over four hundred jobber trucks that have been transported to the Hollywood plant and painted there with one of Hollywood's bars.

This is a part of the Hollywood fleet of trucks in front of the factory in Centralia, Illinois.

Truck Transportation at Hollywood Brands

Hollywood delivers 30% of its candy and brings in about 30% of its raw material in its own truck fleet, cutting costs and providing superior service

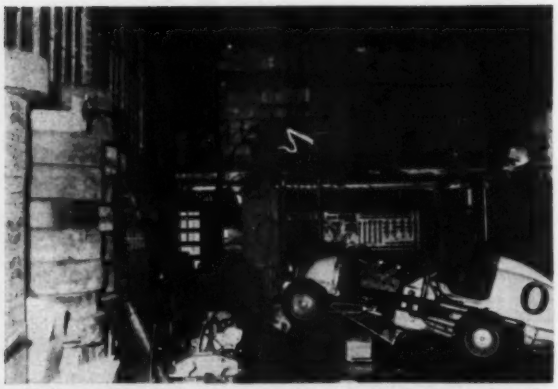
by STANLEY E. ALLURED, *Editor*

TRANSPORTATION, one of the major headaches of the manufacturer of nationally distributed candy, is one problem that Hollywood Brands, Inc. has gone far in solving. The problem is primarily one of high rates to far sections of the country, but also consists of sanitation, temperature conditions and time. To a greater or less degree, Hollywood has improved each of these factors to their transportation problem.

Hollywood Candy Company operates their own fleet of highway trucks that bring to the company about 30% of their raw materials, and carry to market about 30% of their candy. The fleet consists of 43 tractors and trailers, operated out of their four centers, Centralia, Illinois; St. Louis, Missouri; Malvern, Ohio and Montgomery, Alabama.

Western Division

St. Louis is the base point for the 7 units that carry all of Hollywood's candy to their west coast markets. These tractors are diesels with two man crews, that travel 24 hours a day. The trailers are insulated with two inches of "ultralight" insulation, and are dry ice cooled to maintain a temperature of 70° throughout the three and one-half day trip. There are also two trailers equipped with mechanical refrigeration equipment that will maintain 0° temperature for the transportation of frozen eggs and cream. These trucks carry candy on all western trips, carrying all of Hollywood's products that are used on the west coast. The return trips are used primarily for raw materials for the Centralia factory.



Hollywood maintains extensive overhaul shops for the tractors. This is the major shop where engines are rebuilt and heavy body work is done.

Nuts are the main load, with other agricultural products, to their own and to other plants, making up the balance.

Malvern Operation

The Hollywood milk processing plant is operated in Malvern, Ohio. Both spray and drum drying equipment is operating here, and most of Hollywood's requirements for sweetened condensed milk and milk powder come from this plant. A good deal more milk is processed than can be used by their own plants, so the balance is sold outside. Four tank trucks and eight insulated vans are operated from here. Sweetened condensed milk is shipped from Malvern to Centralia and Montgomery by drum in the vans, with candy and some raw materials constituting the return trips.

Montgomery, Alabama

The trucks in this southern division carry candy and some raw materials south, and peanuts, candy and other raw materials on the return trip. This division, with the Eastern base at Malvern, Ohio also travels into New York and New England, delivering candy and picking up cocoa, vegetable fats, coatings and other raw materials.

Centralia, Illinois

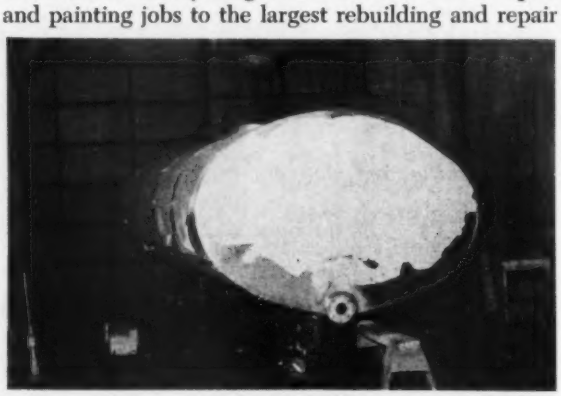
The main depot, offices and repair facilities are located in Centralia. All trucks are routed from here, and all records are maintained here. Extensive and complete rebuilding and repair facilities are maintained to service this fleet on both minor and major work. All trucks are routed through Centralia periodically for maintenance work.

On a typical day recently, trucks were on the road as follows:

1. One truck from Centralia to Memphis, carrying candy.
2. Two trucks from Centralia to Montgomery, carrying candy.
3. One truck from Montgomery to Centralia, carrying candy.
4. One truck from Malvern to Centralia, carrying milk.
5. One truck from New Jersey to Centralia, carrying hard butter, machinery, and miscellaneous equipment.
6. One truck from New Jersey to Malvern, carrying sugar.
7. One truck from Centralia to Texas, carrying candy.
8. One truck from Missouri to Centralia, carrying frozen eggs.
9. One truck from Centralia to Los Angeles, carrying candy.
10. One truck from Fresno, Cal. to Ohio, carrying agricultural products.
11. One truck from New York to Centralia, carrying coating.

An attempt is made to carry as many of the high cost freight items as possible, to make this transportation system as profitable as possible.. At the same time, the profitability of this system depends to a great extent on the availability of getting return loads promptly. The ICC has very strict regulations on private motor carriers, so that scheduling must be accurate and control of the trucks and drivers tight in order to make the fleet pay.

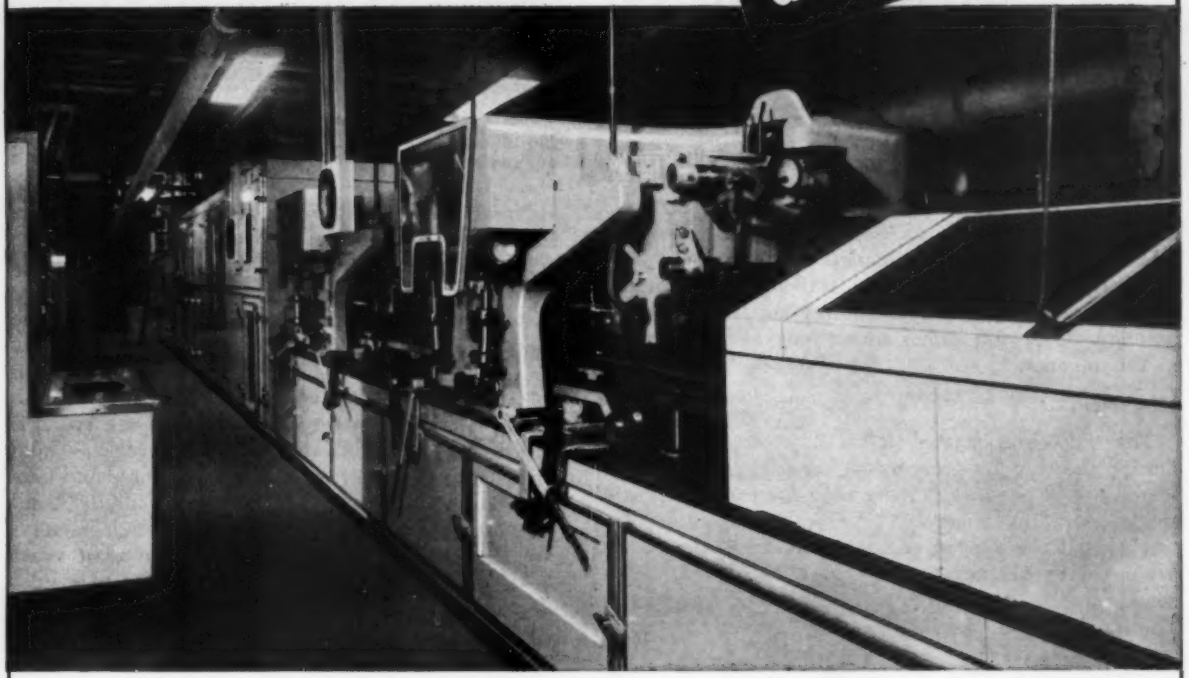
One of the keys to the profitable operation of this fleet is the extensive maintenance shops for tractors and trailers. Everything from the most minor repair and painting jobs to the largest rebuilding and repair



This stainless steel double-wall tank is being built for the milk plant in Malvern, Ohio.

The trailer in the background is being rebuilt to take the stainless steel tank shown above. Every kind of major rebuilding and renovating job is done in the Hollywood shops.

Is your chocolate moulding fully automatic?



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With the JENSEN installations, continuous automatic chocolate moulding has been developed into perfection. In a closed circuit all the various operations required are carried out fully automatically from the moment fresh chocolate is supplied to the hopper till the finished goods – exact in weight and of perfect gloss – emerge at the packing-end to be slid direct to the wrapping machines – untouched by human hand.

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articles with liquid or soft filling
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The JENSEN does any moulding job, f. inst.
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inserted biscuit articles,
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work is done in the Centralia shops. As witness is the fact that two of the tractors have each put in over 2,000,000 revenue miles on the road. Motors are completely rebuilt in these shops and all kinds of body repair work is done.

Last year one of the large diesels on the west coast run was air-conditioned. The results were so good in terms of driver comfort that the others will be converted before the coming summer. When an additional tank truck was needed for the milk plant, a trailer chassis was converted to take the tank, and the doublewalled stainless steel tank was constructed in these shops. All of the truck painting is done here, and the traveling "billboards" on the sides of these trailers add in some measure to the value of the fleet. Another function of the paint shop is to paint jobber trucks. These are hauled to Centralia on a specially constructed flat bed trailer, and painted there were Hollywood can control and handle the painting. Over 400 jobber trucks have been painted in this manner.

Historical

This fleet was started in 1940 with one truck. During the war the growth was slow because of the scarcity of equipment, but by 1946 there were eight trucks operating. Since that time both the number of trucks, and the size of the servicing facilities have expanded to the point where over 30% of all incoming and outgoing freight is handled by this fleet. The growth potential is obviously limited by the

This is one of the large two-man diesels that are on the West Coast run. These run around the clock on trips from Centralia to warehouses in California.

number that can be used on a consistent year-round basis. This is also determined by the arrangements that can be made for return trips, for trucks carrying candy one way cannot pay for themselves. At the present, the limit seems to be about 30 percent of incoming and outbound freight. This amount could change either way, depending on ICC regulations and on the spread of production in other plants.

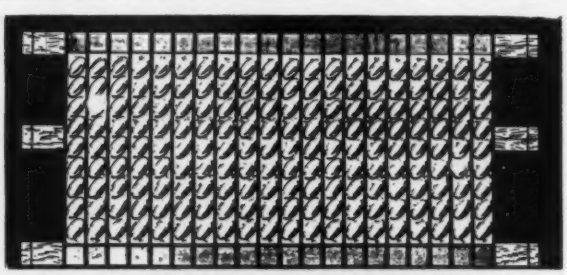
The primary purpose of this truck fleet is in the revenue it provides the company. This revenue occurs from savings on transportation costs on both incoming raw materials and on outgoing candy. However, there are several other advantages to this fleet that

This yard is used for loading and storage of trailers. The trailers on the left are loading and those on the right are awaiting their turn at the docks.

add real, though largely immeasurable, value to it. The first is cleanliness of the trailers. Since the company controls the fleet and all cargoes, no loads are carried than can contaminate the truck or leave any odor that candy might pick up. This advantage is also a factor in getting return loads, as these trucks are preferred by other shippers because of their clean condition. Another advantage is in protecting the candy in transit. All candy for the west coast is carried in Hollywood's dry ice cooled trucks. These trucks make the trip from Centralia in three and one-half days, with the candy remaining at 70°F. all the way. Thus candy is always delivered "factory-fresh" and in perfect condition to the west coast warehouses. Candy going south and east is adequately protected in insulated vans. On these one and one-half and two day trips, candy loaded at 70°F. will not pick up more than five degrees in the hottest weather.

Another advantage is speed of delivery. On a rush call, a truck can be dispatched to almost any part of the country with a load of candy. And the Ajax Wholesale Company, for instance, is pleased to see a big sign on the side of the truck "Another load of candy for Ajax Wholesale Company." Another advantage is the 43 "rolling bill boards" constantly on the nation's highways, selling Hollywood candy wherever they travel.

While a truck fleet of this type may not be practical for every large candy company, Hollywood's trucks add a substantial amount to the profits and prestige of that firm.



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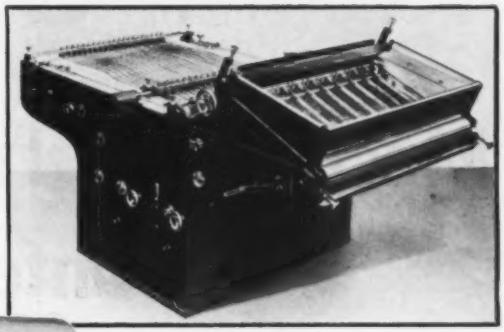

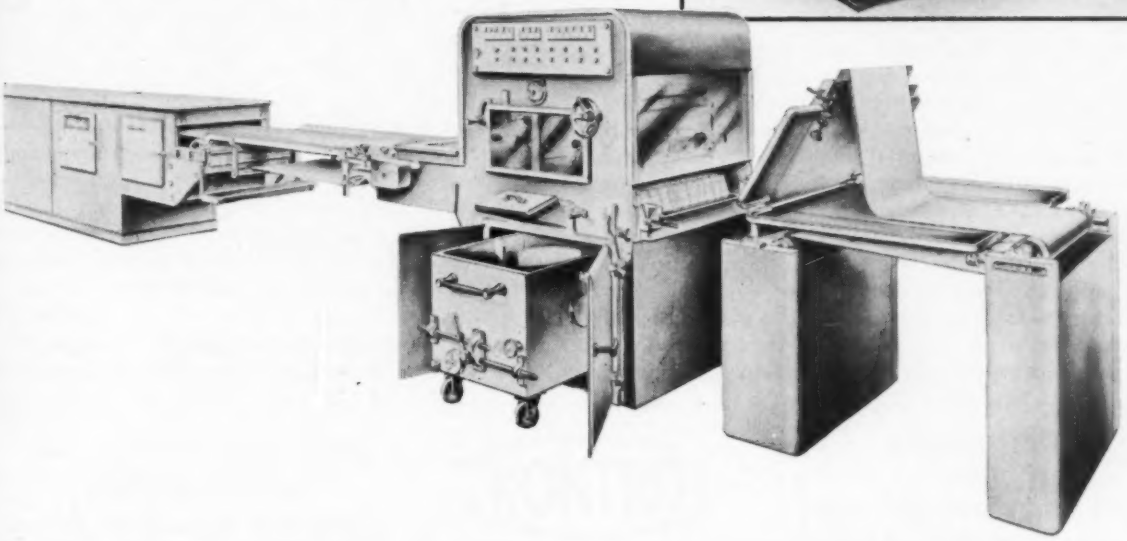

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The Automatic Feed Unit is especially noteworthy in this set-up. In operation the centers are placed into the intake hopper, where an endless belt moves them through chutes to the distribution rods. From the distribution rods they are set up in rows and placed on the feed belt in such a manner that each center is automatically set on its bottom, thus eliminating the labor formerly required to perform this function by hand.

Only one operator is required for this unit. Centers of all shapes and sizes may be run on the Feeder by virtue of two variable drives; one each for the transport belt, and the distribution rods.

The Automatic Feed Unit may be used in combination with all enrobers.

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Mechanized Trends in Confectionery Processing

by ARNE R. GUDHEIM, *Consultant, the Kontro Company*

TWO ARTICLES entitled, "A Simple Procedure for Determining Cook Temperatures with Vacuum, In Open Kettles, and Under Pressure" and "The Viscosity of Cooked Confections and Its Practical Significance," have recently appeared in this publication discussing the application of vacuum as well as elevated pressures to confectionery processing and describing the need of viscosity data in the design of continuous and automatic candy plants.

It is the purpose of this paper to show how such information is employed in the layout of a continuous operation and to describe some of the advanced processing possibilities now available to the confectionery manufacturer.

Although there are many different types of confections, most of them such as caramels, fudge, and hard candies have several points in common; namely, they must all be blended as pre-mixes, cooked, and for the most part, cooled. To a large extent at present, each of these steps is carried out manually on a batch basis. It is now quite feasible to conduct all such operations automatically and continuously, and thus improve the quality, reduce the labor requirements, and substantially eliminate the apparently unavoidable variations that are inherent in batch processing.

Against the labor savings, however, must be assessed the proper charge for the equipment, but the former appear to be sufficiently attractive to warrant adaptation of such equipment by many candy manufacturers when their plants are enlarged or modernized.

Pre-Mixing

Let us first discuss the blending or pre-mix step. Although from an operating standpoint, automatic equipment for this purpose can be designed somewhat simpler when all the raw materials are withdrawn from their respective storage places in a liquid or semi-liquid form, it is, nevertheless, quite feasible to engineer an installation in such a manner as to handle granular products, such as sugar, entirely satisfactorily.

Proportioning equipment can also be engineered for adding certain of the ingredients such as the chocolate, color, and flavor, after cooking should this be desirable, and a system for performing the blending operation automatically and continuously is illustrated in Figure 1.

Cooking

Automatic blending in itself is not too significant, however, unless the remaining processing steps can

be handled continuously. For simplicity, let us assume the next step in the operation is cooking and this can, likewise, now be done continuously quite readily with a number of formulae with the newer type cookers such as that shown also in the first figure. This may be operated at atmospheric pressure or under vacuum but in general, it is better to employ a vacuum because this not only increases the capacity of the unit, but also lowers the cook temperature so as to materially ease the final cooling load when this is desirable.

When considering over-all continuous operations, however, one must bear in mind any "graining" requirements and it is quite possible with certain formulae reduced cooking pressures cannot be employed satisfactorily. Nevertheless, cooking is one of the first steps where it is essential to have information concerning the influence of vacuum on cooking and viscosity data in order to design the equipment properly.

To an extent, however, it might be said with non-grainy products or products in which sufficient graining can be made to occur after processing or during storage, the cooker should be operated at as high a vacuum as feasible so as to result in a low cook temperature, bearing in mind the power requirements to turn the rotor in the unit and the ability to pump the stock.

To digress a moment, even experienced operators at times find it difficult to understand how the same low moisture content can be secured at a much reduced cook temperature under vacuum as they have been securing at, say, 250° F. in an open kettle. As brought out in the first paper, this is because of the physical chemistry involved. In reality the same moisture result can be secured at a final cook temperature almost 100° F. lower by using about a 28-inch vacuum.

The viscosity of the cooked product, however, at this higher vacuum and, in turn, lower temperature, would be in the neighborhood of 1,000,000 centipoises, which would make the stock quite difficult to pump, but by no means impossible. If the operation were carried out at this lower temperature, the final cooling load would be decreased to a fraction of that existing with the 250° F. stock.

Caramelization

As is true with many things and as Shakespeare once said, "All that glitters is not gold." Automatic and continuous cooking of this type even when carried out at atmospheric pressure has at least one limitation with certain formulae. The cooking or water removal is so fast—actually a matter of seconds or a minute at the most—that the stock does not have time to develop any perceptible flavor or color as is required with caramel and similar type products.

On the other hand, with hard candy and the like, this extremely rapid cooking may in most instances be considered a definite advantage—substantially eliminating color formation and inversion.

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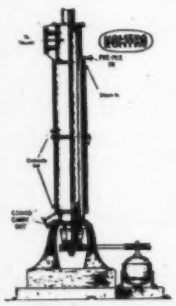
with Continuous Automatic

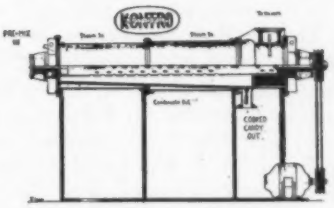
KONTRO

EQUIPMENT
FOR
PRE-MIX PREPARATION
CARAMELIZATION
COOKING
COOLING
INSTRUMENTATION



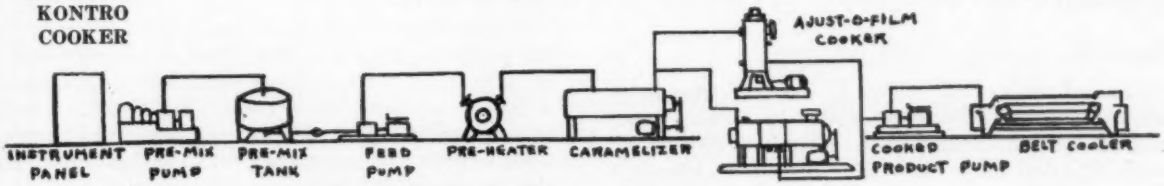
VERTICALLY MOUNTED KONTRO COOKER

KONTRO equipment results in short-time, automatic-continuous candy operations—insuring uniform high quality at a minimum cost. Complete PACKAGE PLANTS are available for use with most types of confections and as individual assemblies for any of the steps indicated. KONTRO machines can be engineered so as to handle from a few hundred pounds of pre-mix an hour to many thousands of pounds. Because of their advanced design, these COOKERS and other KONTRO equipment can be installed economically, usually with no building changes.



HORIZONTALLY MOUNTED AJUST-O-FILM COOKER

Typical Candy Flow Diagram



THE KONTRO COMPANY, INC.
AFFILIATED WITH ARTISAN METAL PRODUCTS, INC.
PETERSHAM, MASSACHUSETTS

Coming back to caramel type confections, the lack of color and flavor development because of the fast cooking necessitates caramelization either before or after the cooking step. For economic reasons, it is preferable to do this ahead of the cooking as this permits a substantial amount of the heat needed for this operation to be utilized during cooking. This, likewise, reduces the size of the cooker required and instead, passes a substantial portion of the heat load to the less costly preheater as is shown in Figure 1.

The viscosity data indicate the latter is feasible without any danger of "burn-on," but this is not the case after cooking. As a matter of fact and because of the much higher viscosity, considerable care must be exercised so as not to scorch the product when heating it up to the caramelization temperature after cooking. Furthermore, by comparison with caramelization prior to cooking, the heat put into the stock for this purpose after cooking cannot be recovered economically and in addition, more energy must be expended to remove this heat in cooling the material.

With certain formulae, however, the procedure of having a high cook temperature or raising it after cooking may have to be employed because of graining requirements. In so far as feasible, it would appear to behoove one to caramelize before cooking whenever this is required and can be done satisfactorily.

Caramelization, or color and flavor development, is principally a reaction involving the sugars and milk solids, and is a function of the time and temperature—the longer the time and the higher the temperature, the more extensive the development. It has been found that substantially the same degree of caramelization can be achieved in only a few minutes at approximately 300° F. as is usually obtained in open batch cooking during about a thirty-minute period. The rate of development is influenced to some degree by the pH of the pre-mix, but for the most part, it is dependent on the time and temperature.

The rapid caramelization at elevated temperatures can be taken advantage of by designing equipment for doing this ahead of the cooking and such a unit is also illustrated in Figure 1. In doing this, however, one has to understand how the pressure in such a unit is influenced by the temperature, and here again is an example of the need for information of the type presented in the paper entitled, "A Simple Procedure for Determining Cook Temperatures with Vacuum, In Open Kettles, and Under Pressure."

Moisture Content

One of the critical points in the performance of any continuous cooker is the ability to produce material of uniform solids content. This is quite feasible with the type unit likewise indicated in Figure 1 because this operates in such a manner as to have only a small amount of stock in process, and as a consequence, any change in vacuum, pressure, or heating steam temperature will immediately manifest itself from a control standpoint.

The problem of regulating the pressure inside the cooker under atmospheric conditions is comparatively simple, and all one needs to do in such a case in order to obtain uniform moisture content is control the exit or product temperature. This can be done quite satisfactorily by having this temperature regulate the steam pressure in the cooker heating jacket.

For all practical purposes, this response is instantaneous. When the product temperature tends to fall off and raise the moisture content, the steam pressure is automatically and instantly increased the necessary amount in the heating jacket, and when the product temperature tends to creep up, thereby tending to lower the moisture content, the steam pressure is decreased.

The basic problem of control is exactly the same when a vacuum is employed as under atmospheric pressure, although it is a bit more complicated. In this case, the vacuum must be regulated with a high degree of accuracy and this can be achieved with instruments now available. Having done this, it is just a matter of determining from the vacuum nomograph presented previously what the correct cook temperature should be and having the product temperature controller regulate the steam pressure in the heating jacket in the same manner as described above for atmospheric operation.

The temperature of the water vapor just as it leaves the surface of the candy is superheated, but as its specific heat is comparatively low, the temperature drops almost immediately to that corresponding to the vapor pressure shown in the nomograph in the first paper in this series entitled, "A Simple Procedure for Determining Cook Temperatures with Vacuum, In Open Kettles, and Under Pressure." The thermometer bulb in the vapor line should, therefore, be located at a sufficient distance from the surface of the candy being cooked to allow for this cooling of the vapor.

With products which do not require color and flavor development and where the cooking problem is simply one of water removal, the caramelization holding tube is dispensed with, but it is still economically advantageous to employ the pre-heater so as to ease the burden on the more expensive continuous cooker.

When a vacuum is employed, it may be produced by any satisfactory means and a rather simple barometric condenser–air ejector system for doing this is indicated in Figure 1.

The problem of selecting the pump for removing the product from the cooker when atmospheric operation is employed is also comparatively simple when sufficient viscosity data are available. It is much more complicated when a vacuum is used but again, with sufficient viscosity data, this can be done with the assurance of satisfactory performance.

Cooling

In many instances, the next step in the operation

is the cooling and at the present, stationary tables are almost universally employed for the purpose. To a significant extent, the economic and operating advantages of continuous blending, caramelization when required, and cooking would be minimized if the last, or cooling, step could not be carried out in the same manner.

This, fortunately, can now be done and a sketch of a unit for the purpose is shown in Figure 2. This is indicated as a two-tier cooling belt, but a single, or one-tier, model can be employed with equal satisfaction. The belt itself is a flat band of cold rolled carbon or stainless steel. This steel belt has a high heat transfer rate. For simplifying discharge, the belt can be greased or a metal scraper applied directly.

Briefly, the cooked product is continuously pumped from the cooker to the top moving belt as is indicated and is then moved along—the top part being cooled with chilled, dehumidified air and the bottom of the candy by using water underneath the belt. The flow of the air and the water is usually counter-current to the product from a temperature standpoint so as to improve the efficiency, and at the end of the top tier, the material is turned over and placed on the bottom belt where the cooling operations are continued. In this case, however, the top part of the candy becomes the bottom, now being on the bottom, and it is cooled by water, and the bottom of the slab now becomes the top and is chilled by cold air.

Suitable slab slitters can be provided at the end of the belt and the stock is afterwards conveyed to the print-wrapping stations.

Instrumentation

A word about this important phase of the equipment: None of the operating steps described or similar processes would be feasible without adequate automatic controls, and there has been tremendous progress in this respect during the past decade, undoubtedly largely as a result of more complicated defense requirements.

Completely satisfactory control as well as recording instruments are available for all the confectionery operations described herein, and an example of how nicely these can be mounted so as to effect centralized control is shown in Figure 3. This is a pre-wired, dust-proof cabinet, and the appearance on the inside is pictured in Figure 4.

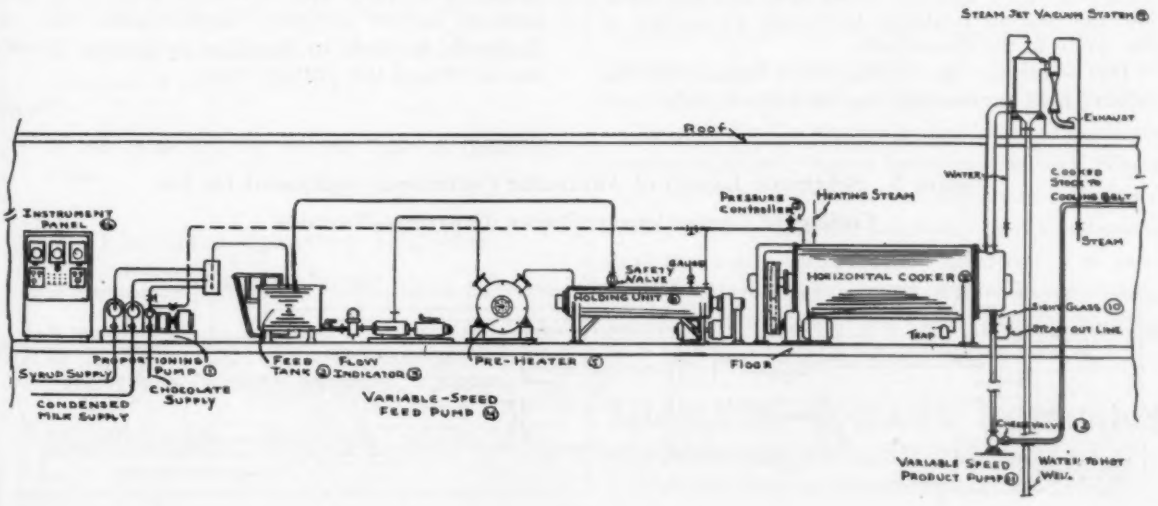
Typical Operation

Perhaps the possibilities of automatic and continuous candy processing can be better appreciated and understood by briefly following through an operation. Refer to Figure 1 and the various raw materials (all liquid in this case) are withdrawn from their respective storage places by the proportioning pump, 1, in their required ratios. This pump is designed in such a manner so that the various percentages can be changed readily, and the action of this pump is regulated by the liquid level controller in the feed tank, 2; that is, the pump is put into operation when the level in this tank falls to about 1/3 and stopped when it reaches 2/3 full.

As is indicated in this case, the chocolate may be added in the cooker or at some other more suitable position, and this is true of other ingredients such as the flavoring and coloring.

The pre-mix tank, 2, is well agitated and the contents are kept at a pre-determined temperature by an automatic thermostat. The material is withdrawn from tank 2 through a visual flow indicator, 3, by means of the manually controlled variable-speed pump, 4, and sent through the special spiral preheater, 5, where its temperature is increased rapidly to and controlled at a pre-determined value (approximately 300° F.) by another thermostat and then passed into the holding tube, 6, which consists of

Figure 1 Schematic Layout of Automatic-Continous Plant for Pre-Mix Blending, Caramelization and Cooking of Caramel Stocks. Capacity—Variable.



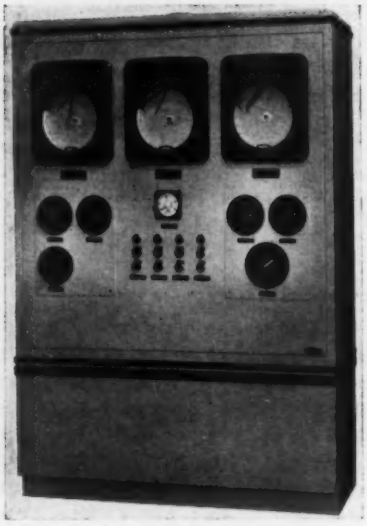
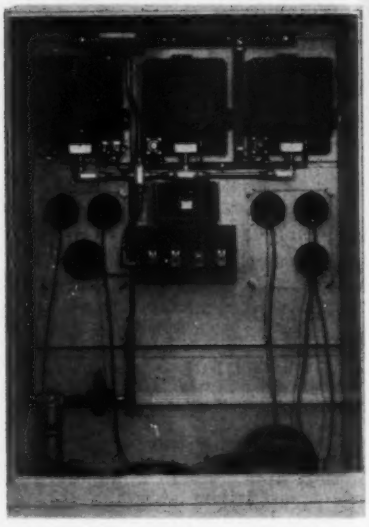


Figure 3 ← Figure 4 →



A pre-wired, dust-proof cabinet containing the instruments for operating and controlling such a processing system as described in this article.

a close-fitting, variable-speed, slow-turning worm so as to induce uniform passage of the stock through this unit during caramelization.

The now caramelized (when required) product flows past the pressure controller, 7, which insures proper and uniform temperature in the holding tube into the continuous cooker, 8, which is indicated as being operated under vacuum in this case. The pressure at the controller and the vacuum cooker can be modified readily so as to take care of changes in formulae or desired variations in operating rate.

The vacuum is produced by the simple barometric condenser-single-stage vacuum system, 9, equipped with precise vacuum controller and the product is withdrawn from the cooker through the product sight-glass, 10, by means of the manually operated, variable-speed pump, 11, and transferred through the check valve, 12, to the continuous cooling belt, 13, shown in Figure 2.

The required air for this is taken from the outside and passed through a series of filters contained in the cooling-dehumidifying unit, 14, supplied with refrigeration by unit 15. From this, the air passes into the cold air retaining ducts over the surface of the candy to the atmosphere.

The water for the cooling trays underneath the moving belts may or may not be chilled as the case may be, but when this is required, the same compressor is usually employed for producing both the cold air and the cold water.

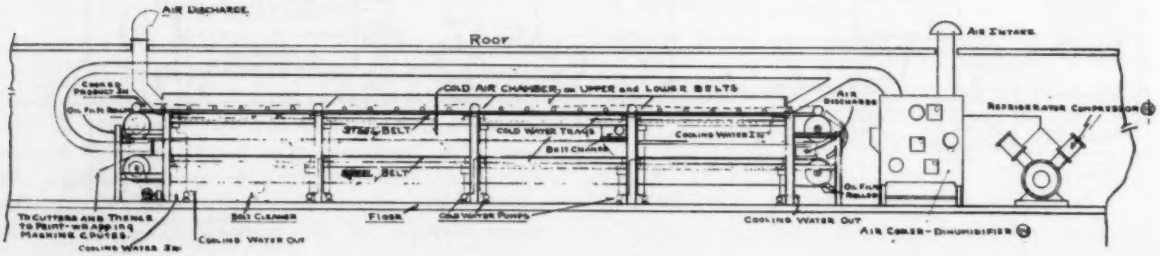
The cooked product enters the belt as indicated on the top tier and when a double-tier unit is employed, it is turned over as it passes from the top to the bottom one. It then leaves the bottom belt where shown, passing to a slicing station or some other desired location.

All of the automatic controls, recorders, thermometers, pressure gauges, etc., with the exception of the flow indicator, 3, are mounted on the console instrument panel board, 16.

In conclusion, it might be said three distinct processing steps are involved in the manufacture of confections of the hard candy type; namely, pre-mixing, cooking, and cooling, and one additional operation in the production of candies such as caramel; namely, caramelization. How each of these can now be done automatically and continuously has been described briefly as well as the quality and economic advantages of doing so. Although the greatest benefit should be obtained with an over-all continuous operation—in certain instances, improvements can undoubtedly be made by installing equipment for only one or two of the distinct steps.

—The end

Figure 2 Schematic Layout of Automatic Continuous Equipment for the Cooling of Confectionery Stocks. Capacity—Variable.



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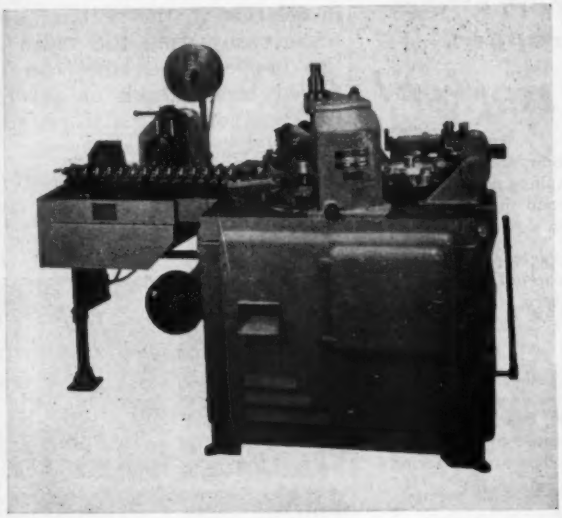

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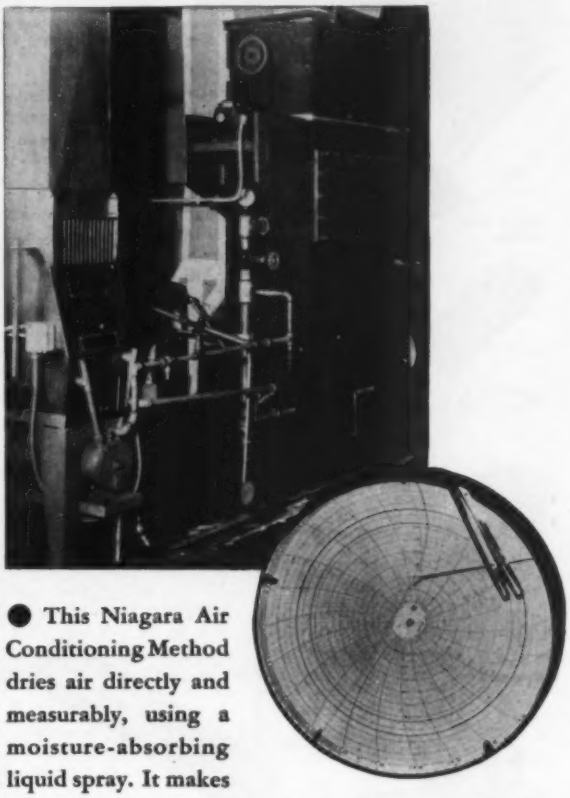

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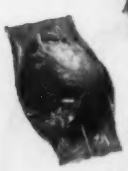

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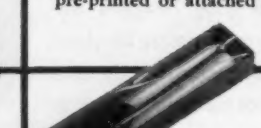

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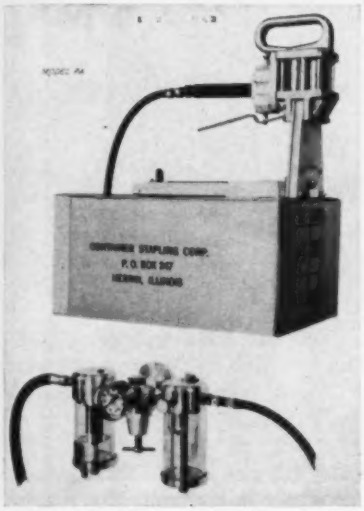

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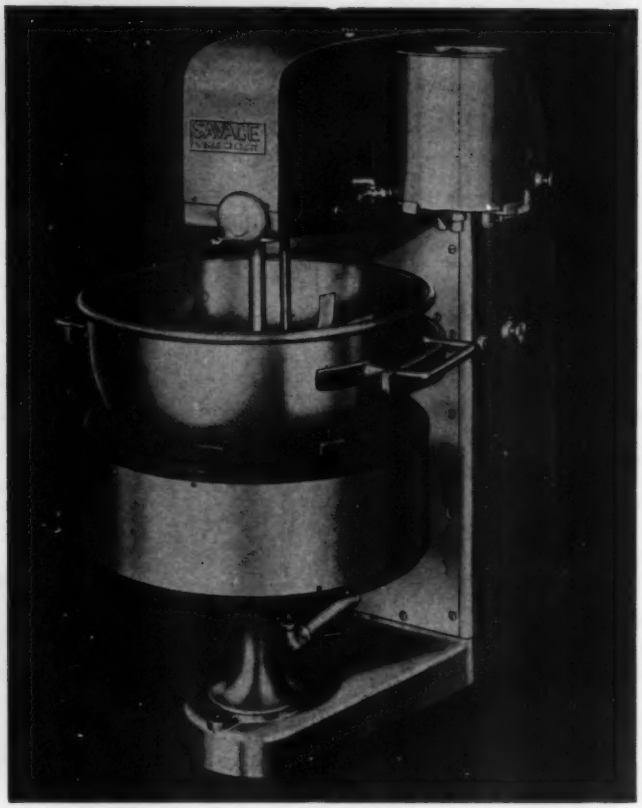

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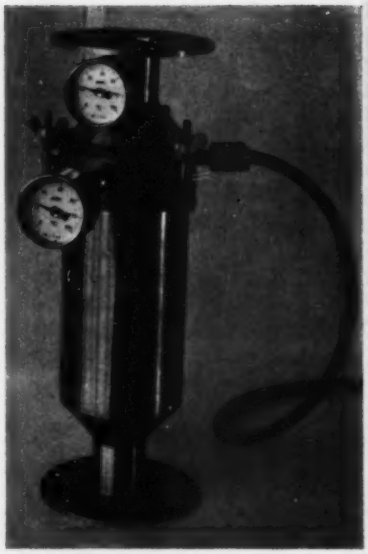

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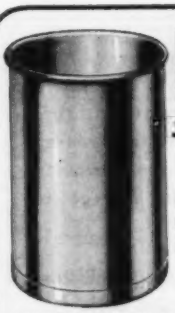
For further information write: Mr. G. Mosimann, Meilen (Halten), Zurich, Switzerland.



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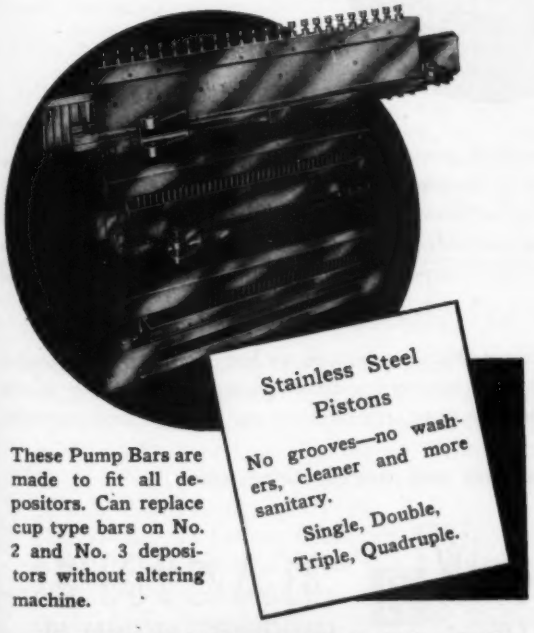

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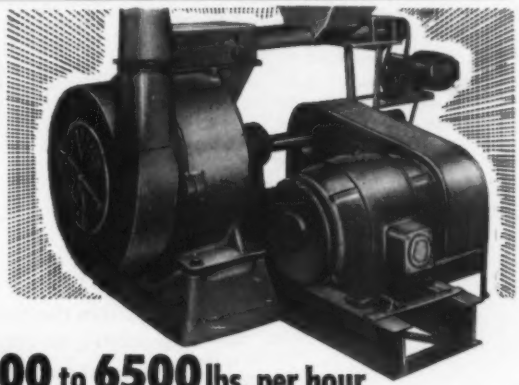

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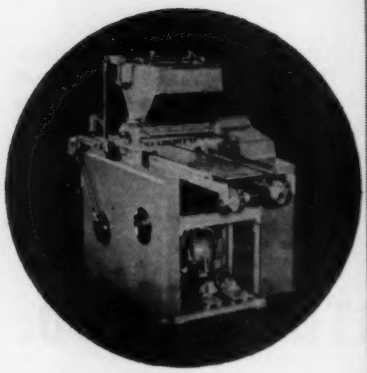
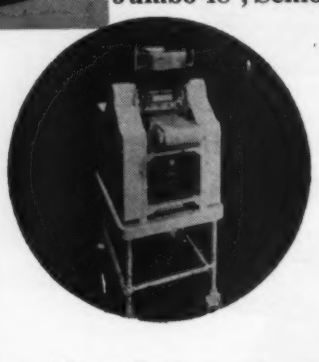


THE RACINE DEPOSITOR

For Depositing of any Kind, Size or Shape

Now in 4 Sizes

Jumbo 48", Senior 32", Junior 16", Bantam 6"



All models equipped with electric motors and variable speed controls, permitting nominal or maximum production as desired.

Now, the Bantam model joins the famous depositor line to place its superb operation within the reach of any shop. Racine Depositors are perfect for bars and cakes, chocolates, or creams, with or without chopped nuts or fruits, chocolate stars, kisses, wafers, nonpareils, small or midget bits, marshmallows, gums, etc. Deposits can be made in all types of molds, in paper cups, or direct on tray, plaque, polished steel or rubber belts.

Enjoy these unique advantages: Racine depositors handle all sizes, shapes, and spacings; Racine depositors operate without pumps, oscillating shafts provide absolute uniformity of your production as to size and weight.

Write for details and specifications today.

VACUUM CANDY MACHINERY CO. V R **RACINE CONFECTIONERS' MACHINERY CO.**

15 PARK ROW, NEW YORK 38, N. Y.

Western Office and Factory: Racine, Wis. • Eastern Factory: Harrison, N. J.

The MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Holiday Packages; Hard Candies

Code 1A5
Assorted Chocolates and Confections
1 lb., $1.39

(Purchased in a drug store, Plainfield, Ind.)

Appearance of Package: Good.

Box: One layer type, white glazed paper top printed in red, brown and green. Imprint of pieces in colors. Cellulose wrapper.

Appearance of Box on Opening: Good.

Number of Pieces:
- **Dark Coated:** 12.
- **Light Coated:** 7.
- **Summer Coated:** 7.
- **Foil Wrapped:** 1 Vanilla caramel.

Coatings:
- **Colors:** Good.
- **Gloss:** None, badly bloomed.
- **Strings:** Fair.
- **Taste:** Good.

Dark Coated Centers:
- **Jelly:** Could not identify flavor.
- **Lemon Cream:** Fair.
- **Vanilla Cream:** Center too dry.
- **Vanilla Marshmallow:** Poor.
- **Orange Cream:** Good.
- **Vanilla Coconut Cream:** Good.
- **Lime Cream:** Not a good cream.
- **Chocolate Nut Cream:** Good.
- **Coconut Paste:** Good.

Light Coated Centers:
- **Peanut Cluster:** Good.
- **Peanut Butter Blossom:** Good.
- **Vanilla Nut Caramel:** Good.
- **Molasses Coconut:** Good.

Summer Coated Centers:
- **Vanilla Fudge:** Good.
- **Vanilla Marshmallow:** Poor.
- **After Dinner Mint:** Good.
- **Nut Nougat:** Fair.
- **Orange Cream:** Good.

Foiled Wrapped Caramel: Good.

Assortment: Fair.

Remarks: Suggest chocolate coatings be checked as both were badly bloomed. Some of the cream centers need checking up. These were cheap centers for this priced chocolates.

Code 1B5
Assorted Chocolates
1 lb., $1.00

(Purchased in a drug store, Plainfield, Ind.)

Appearance of Package: Fair.

Box: Two layer type, full telescope, white glazed paper top, name embossed in red. Cellulose wrapper.

Appearance of Box on Opening: Good.

Number of Pieces:
- **Dark Coated:** 5.
- **Light Coated:** 22.
- **Foiled:** 1.
- **Jordan Almonds:** 2.

Coatings:
- **Color:** Good.
- **Gloss:** Poor.
- **Strings:** Poor.
- **Taste:** Fair.

Dark Coated Centers:
- **Pink Cream:** Poor, could not identify flavor.
- **Jelly:** Could not identify flavor.
- **Orange Cream:** Fair.
- **Mint Cream:** Fair.
- **Coconut Cream:** Poor.
- **Vanilla Fudge:** Fair.

Light Coated Centers:
- **Orange Cream:** Fair.
- **Chocolate Cream:** Fair.
- **Vanilla Cream:** Fair.
- **Pink Cream:** Could not identify flavor.
- **Mint Cream:** Fair.
- **Nougat:** Poor.
- **Vanilla Caramel:** Good.
- **Jelly:** Could not identify flavor.
- **Vanilla Marshmallow:** Good.
- **Jordan Almonds:** Good.

Assortment: Poor for this priced chocolates.

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies
FEBRUARY—Chewy Candies; Caramels; Brittles
MARCH—One-Pound Boxes Assorted Chocolates up to $1.00
APRIL—$1.00 and up Chocolates; Solid Chocolate Bars
MAY—Easter Candies and Packages; Moulded Goods
JUNE—Marshmallows; Fudge
JULY—Gums; Jellies; Undipped Bars
AUGUST—Summer Candies and Packages
SEPTEMBER—Bar Goods; 5c Numbers
OCTOBER—Salted Nuts; 10c-15c-25c Packages
NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces
DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

CARAMELS

LOZENGES

ICINGS

NOUGATS

TOFFEES

OPERA CREAMS

NONPAREILS

FUDGES

ORANGE SLICES

OLD FASHIONED TAFFY

DIVINITIES

SUCKERS

ITALIAN BONBONS

NUTTY PRALINES

CHOCOLATES

CLINTON

Standardized
Syrups
Starches
And
Dextrose
for all
types of
Quality
Confections

CLINTON FOODS INC.
Corn Processing Division
CLINTON, IOWA

Technical Service in connection with your specific problems is available upon request.

Remarks: Very cheap coatings and centers. We have examined better chocolates at 75c and 85c a pound.

Code 1C5
Assorted Nut Chocolates
1 lb., $2.50
(Purchased in a drug store, Plainfield, Ind.)

Appearance of Package: Good.
Box: Oblong shape, extension slip cover, extension bottom. Top printed in gold and tangerine. Black circle in center, name embossed in gold. Imprint of nuts in gold. Amber colored cellulose wrapper.
Appearance of Box on Opening: Good.
Coating: Milk Chocolate:
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.
Number of Pieces: 48.
In Gold Foil: 3.
Nuts:
Filbert Clusters: Good.
Almond Clusters: Good.
Cashews: Good.
Brazils: Good.
Pecans: Good.
Assortment: Good.
Remarks: The best box of assorted nut meats we have examined in a long time. Very good quality milk chocolate and nut meats. The dipping was also very good. The box was neat and attractive. Suggest ingredients be printed on cover instead of on the bottom of the box to avoid trouble with the Food and Drug inspectors.

Code 1D5
Apple On Stick
No weight stated, 10c

Appearance of Piece: Good. Apple is coated with a Honey Caramel.
Coating: Good.
Center:
Apple: Good eating.
Remarks: This is the first apple on a stick we have examined other than for retail stores. We expected the apple to sour and deteriorate but it was in good condition.

Walter H. Kansteiner Co.
RAW MATERIALS BROKERS
1737 Howard St. Chicago 26

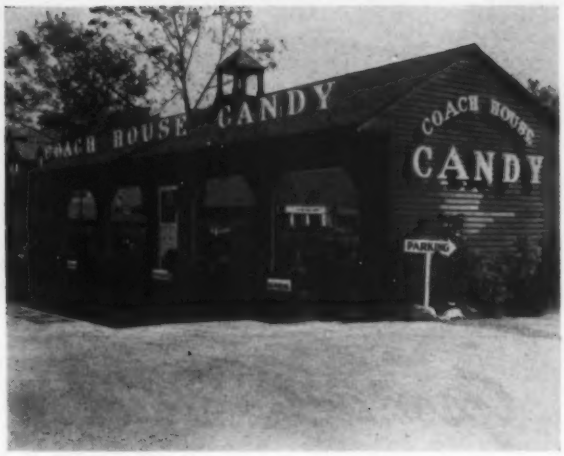
Chocolate
Bachman Chocolate Mfg. Co.

Pecans & Black Walnuts
R.E.Funsten Co.

Oils
The Blanton Co.

The confidence of the Purchaser in the integrity of the Seller — our greatest asset

Ideas and Display Sell for Coach House Candies



By William R. Palmer—

DISPLAY and merchandising methods are ever-changing at The Coach House Candy Company located just outside Framingham, Massachusetts. Manager Tom Barron, who has been in the business for more than 30 years, says he gets ideas from many sources.

The children's room was suggested by the architect who planned the building. Motif here is the ever-popular circus. Centered in a room somewhat smaller than the main salesroom is a Merry-go-Round. This is a circular display table set around a smaller revolving turntable. Poles flaring outward extend into the air to support a gaily striped canopy which covers the table. Small stuffed animals are hung on the edge of the canopy and on the poles.

Riders on the merry-go-round are lolly-pop trees from which children may "pick" candy of their choice. The "pops" are inserted in screen wire made

COOPER-STYLED
FOLDING CANDY BOXES

WRITE FOR DISPLAY BROCHURE OF BOX STYLES AND PRICES

COOPER
PAPER BOX CORPORATION

DEPT. M BUFFALO 4, NEW YORK

The "Fabulous Fifteen" is a special creation by Tom Barron for the Coach House. It is an assortment of butter creams with fifteen different flavors, and gives them an exclusive to feature.

up in the conical shape of ground-sweeping evergreen trees. Each is filled with "pops" of a different flavor—eighteen trees and flavors in all. Each tree holds 800 "pops." The trees are set on the stationary part of the table. Center is loaded with boxes of candy, picture books, gay flags and topped with a replica of the Coach House dog.

Mr. Barron makes sure no candy grows stale on these trees by a complete change once a week. This is done on Monday since sales are heaviest over the weekends and trees have fewer "pops" to be unloaded on Monday. Freshly filled trees are made up ready for replacements. These are brought out on Monday, and last week's trees are taken into the kitchen and completely stripped. These pops are boxed for sale in dozen lots.

All types of children's candies are attached to a large variety of toys and displayed on tables, shelves and hung on wall hooks. Toys used are small guns with pops attached, animals for pulling, cuddley animals, story books, small trucks, cars and trains, musical instruments, etc. Current best seller in this department is a brightly painted small violin complete with strings and bow. Several of these are displayed on the wall near the merry-go-round.

Goodwill Tour Of Europe

A group of candy men and women will leave on a friendly tour of candy factories and stores in Europe in 1955. The tour will leave New York right after Easter and return in time for the candy conventions in Chicago in June. Present plans are to visit Spain, Italy, Switzerland, Germany, Holland, Denmark, England and France. Sightseeing and shopping will be a main feature in each country.

The cost will be $1900 from New York. Included is all first class transportation, best hotels, all tours and sightseeing, most of the meals, all special parties and first class return on the Queen Mary.

For names of those already planning to go, and other information, write or telephone at once to

HOWARD VAIR
Vair-E-Best Candies
16057 Hamilton Ave. Detroit 3, Mich.
Phone Townsend 8-8984

HOOTON

COMPOUND COATINGS
(COCOA BASE)

Both dark and milk coatings. Appearance, taste and stability are very close to chocolate coatings. Tell us to send tasting samples of these quality coatings with interesting quotations.

HOOTON CHOCOLATE COMPANY
NEWARK 7, NEW JERSEY

A new innovation made up by Mr. Barron is his "Fabulous Fifteen." These are butter creams in 15 flavors rather than the usual vanilla and chocolate. Flavors used are: chocolate nut, vanilla, coffee, cinnamon, chocolate mint, lemon custard, pistachio pecan, penoche, almond toffee, chocolate, truffle, lafayette, orange, licorice, black walnut.

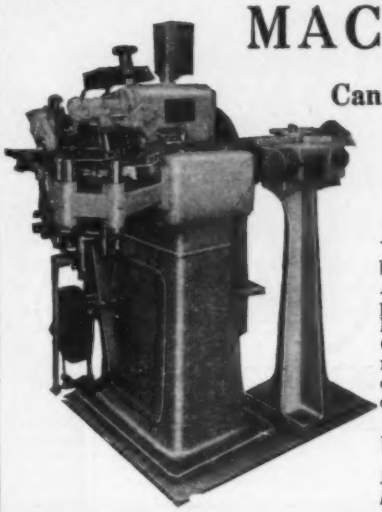
A special table is devoted to the creams with a placard listing the flavors and open cellophane covered boxes displaying the candy temptingly. In addition, smaller tent placards are placed on other counters throughout the store.

A gift department is maintained just inside the store. But no gift is offered for sale unless combined with candy. Both gifts and candy are offered in a wide variety and all are beautifully wrapped. Price is kept at a reasonable figure for a casual gift. Among the items are unique linen guest towels, folded and placed on top of a flat candy box, a Swedish candle stick placed in the center of a candy box top which is a decorative ornament due to its flower-like design, bookends, a gigantic ash tray filled with candy (suggested for your host), planters, copper dishes, a huge beautifully made key, paperweights also usable as banks, candle snuffers, cranberry pickers, and old-time wooden scoops, to name but a few. The gifts are grouped under such headings as "Gifts for your host" and "Gifts for your hostess." One corner contains—believe it or not—"Gifts for Fido." In this department Mr. Barron displays the various types

Just 2 People

and an

IDEAL WRAPPING MACHINE



Can Package 450 Caramels Every Minute!

Yes—that's speed, but DEPENDABLE speed coupled with smooth, low-cost operation! Only 2 personnel required for this entirely automatic operation!

WRITE TODAY for Important FREE Brochures.

Established 1906

IDEAL WRAPPING MACHINE COMPANY

MIDDLETOWN NEW YORK U S A

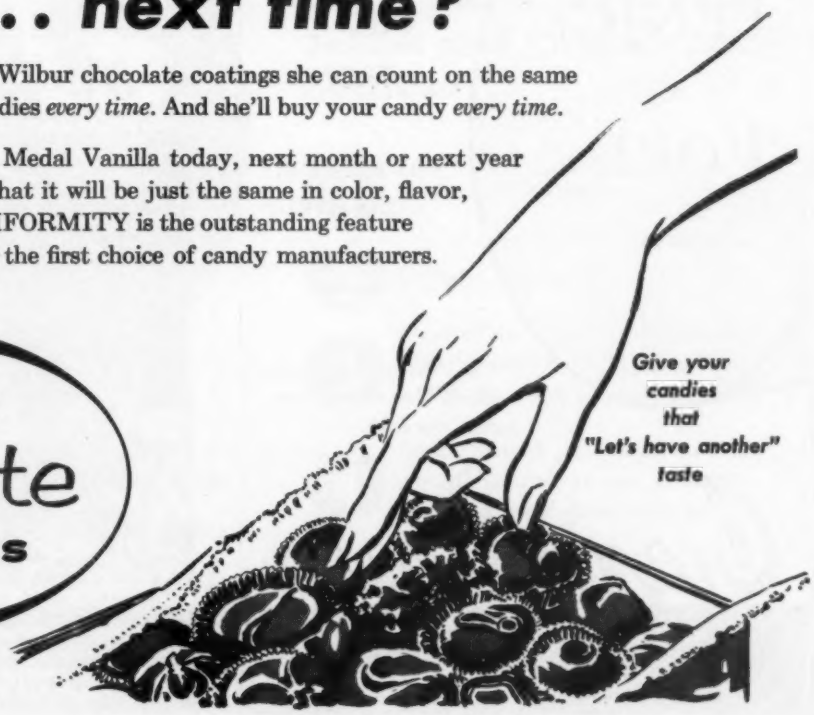
Will it taste the same ... *next time?*

If you use Wilbur chocolate coatings she can count on the same fine flavor in your candies *every time*. And she'll buy your candy *every time*.

If you order Wilbur's Prize Medal Vanilla today, next month or next year you can be absolutely sure that it will be just the same in color, flavor, viscosity and character. UNIFORMITY is the outstanding feature that makes Wilbur coatings the first choice of candy manufacturers.

WILBUR Chocolate COATINGS

WILBUR-SUCHARD CHOCOLATE CO., INC., LITITZ, PA.



Give your candies that "Let's have another" taste

MEMO:
Mr. Candy Mfr.
candy packages look extra fresh and create more impulse sales when labeled with →

DESIGNERS & MFRS
LABELS of ALL KINDS
DIE-CUT
SQ.-CUT
BAG-TOP
HEATSEAL
GREASE-PROOF CANDYPAK

BUILD SALES
TOMPKINS' Quality -CONTROLLED LABELS
DISTINCTIVE
DRAMATIZE
ADD PRESTIGE

Free A COMPLETE AND COMPETENT LABEL SERVICE
HELPFUL SUGGESTIONS FOR LABELING & PACKAGING PROBLEMS. LABEL IDEAS AND DESIGNS BY SPECIALISTS FOR STIMULATING YOUR SALES!
MAIL COUPON TODAY!
NO OBLIGATION

☐ SUBMIT SALES-BUILDING LABEL DESIGN FOR US. (attach copy or label)
☐ SEND SAMPLES OF YOUR QUALITY CANDY LABELS ☐ PACKAGING GUIDE
☐ QUOTE ON _____ M LABELS (attach sample or rough copy)
Name _____
Address _____

POLYSTIX ROLLS
DECANTER SHAPED FOR TWIST TIED BAGS
PRES-TO SEAL
GUMMED
UNGUMMED
FOIL ETC
Seal or Label

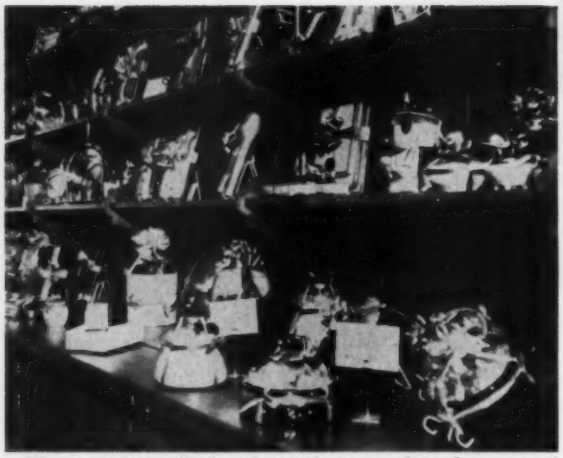
LABEL MANUFACTURING SPECIALISTS FOR OVER A QUARTER-CENTURY
TOMPKINS' LABEL SERVICE
Dept. K7, FRANKFORD AVE. at ALLEGHENY AVE., PHILA. 34, PA.
NEW YORK, N.Y. ATLANTA, GA. BOSTON, MASS.

PENICK & FORD Ltd. Inc.
420 Lexington Avenue, New York 17, N. Y.

IS OUT FRONT
with PENFORD CORN SYRUP
because:

● Uniform quality is assured due to high production standards.

Corn Syrup
Factory — Cedar Rapids, Iowa



These shelves display fancy boxes and packages, and candy tie-on novelties. All of the display fixtures are designed to show off the fine candy to its best advantage.

feeding dishes for dogs including a deep one for "long ears." All are filled with dog candy of the multi-colored variety. The candy remains in its glass jar and lays in a nest of bright colored packing paper. It is a popular department and as yet a novel one that excites favorable customer comments.

Mr. Barron has his own candy store in Framingham which operates under his name. Because of his experience he also heads up the syndicate that established the Coach House Candy Company. The two businesses are operated independently since ownership is not the same, but both are managed by Mr. Barron.

Since the new place depends partially upon tourist trade, much thought went into its outside appearance. An old fashioned Coach House already on the property was preserved and additions kept in the same type and period. The building is painted a color so dark as to appear black. Name is in block lettering of stark white. The front of the sales building has four large windows in front of which parking

The main show room of the Coach House uses open tables for mass display. There are no displays in the windows, but the displays in the interior are visible from the road through the big windows. The lighting and other room features are kept as much as possible in the colonial atmosphere.

is prohibited. There is ample parking space at sides and back. The front windows are not typical show windows with space allotted to display. Actually the whole interior of the store is display. Special arrangements of candy are placed in front near the windows though. Used here are antique captain's chairs piled high with candy boxes, antique type tables varying in size and design, a cobbler's bench . . . Just inside the door is a typical coach-house dog—a full scale Dalmation of painted wood poised in welcome.

Set out on the highway is a real coach, brightly painted and in perfect repair. This collector's item is a Concord Coach built in 1825, and used for many years on a stage between Portland and Brunswick, Maine. In an area where a large majority of tourists really know antiques, and practically everyone is looking for the quaint and the old, Mr. Barron values his coach as a business getter.

Powerful spotlights are put on the coach and windows at night when the store is closed.

Although the building is new, opened in May of 1954, it is done in Colonial style. Ceilings and walls are beamed with a dark stained wood with white painted plaster between them. Floor boards are wide with pegs showing. Modern spotlights are concealed in the ceiling and thrown on displays so subtly they go unnoticed while doing a good lighting job. Colonial candelabra extending from the ceiling are equipped with a small flame-like bulb and seem to provide the light.

The antique coach in front of the store is quite valuable in drawing vacationers to this unique candy shop. Plenty of parking space is provided because the majority of customers are transient.

Mr. Barron believes making good candy is only part of the story in his business. "It must next be merchandised and sold and to do this constant change and experiment is necessary," he says. "I have new ideas ready for use when the old lose their appeal." Ideas of employees or any other ingenious party are welcomed by Mr. Barron for future use. "Displays cannot become static if future sales are to rise," Mr. Barron asserts.

—The end

SPEAS
APPLE PECTINS
Standard of Quality
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BETTER JAMS
Jellies and Confections
Because...

1 Wide pH Range
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3 Neutral in color and flavor—blends naturally with more different fruits than any other pectin
4 Makes jams & jellies with an even, smooth texture (never grainy) and improved spreadability

• NUTRL-JEL Regular and Slow Set. } For Preserves, Jams, Jellies and Marmalades
• CONFECTO-JEL For Jellied Candies —Ready to use.

For full information, technical advice, and formulas write Dept. M1

Plants in Apple Regions From Coast to Coast Assure Dependable Supply
SPEAS COMPANY, GENERAL OFFICES, KANSAS CITY 20, MISSOURI

The MANUFACTURING CONFECTIONER'S Clearing House

MACHINERY FOR SALE

FOR SALE

Model S #3 Savage Fire Mixers.
50 gal. Model F-6 Savage Tilting Mixers, copper or stainless kettle.
200 lb. Savage Flat Top Marshmallow Beaters.
Merrow Cut-Rol Cream Center Machine.
50" two cylinder Werner Cream Beater.
1000 lb. Werner Syrup Cooler.
200 lb to 2000 lb. Chocolate Melters.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
600 lb. Continuous Vacuum Cooker.
Form 6 and Form 3 Hildreth Pullers.
6', 7' and 8' York Batch Rollers.
National Model AB Mogul with late type depositor, stainless hopper.
Bostonian Friend Hand Roll Machine.
Standard Werner Automatic Ball Machine.
We guarantee completely rebuilt.

SAVAGE BROS. CO.
2636 Gladys Ave. Chicago 12, Ill.

FOR SALE: 1-32" Greer Enrober with a 65' long Benz Cooling Tunnel; 2-1,000 lb. National Equipment Chocolate Kettles; 1-500 lb. Stainless Steel Greer Chocolate Kettle; 1-800 lb. Duplex Chocolate Kettle; 2-Lynch Wrapomatics, together with card feed roll, with electric eye; 2-Hudson Sharpe (Campbell 2 W 6) Wrapping Machines, with electric eye; 1-D.F. Package Wrapping Machine, with electric eye; 3-120 Quart Glenn Beaters (American Machine Foundry), together with rollers and beaters; 1-2 Barrel Reade Dough double arm creamer; 1-Anderson 2-Way Cutting Machine (vertical and horizontal) together with bar separator; 1-Hohberger Continuous Cooker (13,000 to 15,000 lbs. per day), complete with pumps and motors (no premelt kettles. 3-450 Gallon Stainless Steel double jacket kettles—125 lb. pressure; 1-Overhead Travelling Crane with 500 lb. electric lift, together with 75' of travelling track and a 350 lb. Stainless Steel dump truck; 1-Brach Candy Cutter with Motor; 1-10 S H P Mears Kane Boiler (14 ton capacity) gas; 1-Werner Ball Machine—Automatic. Apply box 1146, **The MANUFACTURING CONFECTIONER.**

FOR SALE: 4' BALL CREAM BEATER Savage Bros. motor driven $275.00. ALSO CHOCOLATE MELTER 150 lbs. capacity complete with single phase motor agitator and gas burner $250.00. Both machines guaranteed to be in perfect condition. **TAYLOR'S TROPICAL SWEETS, Davenport, Fla.**

FOR SALE: Tray Lock Machines type TL-B-EL, end lock. Also several TLA machines for setting up and side locking. All units in good order. Box 1149, **The MANUFACTURING CONFECTIONER.**

MACHINERY FOR SALE

FOR SALE: Hudson Sharp Box Wrapper, 4 3/16 x 1½ x 1 3/16 for wax paper or cellophane, electric eye. Lynch large Mint Wrappers with electric eye. Box 1147, **The MANUFACTURING CONFECTIONER.**

FOR SALE

Lehmann 2-pot Rotary Conges.
Mill River Depositor for chocolate.
5000-lb. Lehmann Liquor Tanks (unused).
Bramley Mills (unused).
32" Greer Enrober with Bottomer and Refrigerated Slabs, 44' long Economy Tunnel, 2 90° Belturns and Packing Table.
Hohberger Cream Machine, complete installation.
GH-2 Wrapping Machines (excellent condition).
Mill River Starch Machine with Allis Chalmers Cleaner.
2,500 Starch Trays with Starch.
Stainless Steel Fondant Trucks.
Box 140

HELP WANTED

WANTED AT ONCE: Manager for small chain of candy shops. Wonderful opportunity for thoroughly experienced man. Write in full detail, and in confidence, stating starting salary, age, etc. Address: **HENRY COBBS, Personal, Box 1, Little River Station, Miami 38, Fla.**

REPRESENTATIVE WANTED to handle line of starch trays on commission basis. Box 243, **The MANUFACTURING CONFECTIONER.**

CANDY MACHINERY SALESMAN WANTED: Knowledge of production and some familiarity with industry desirable. Some traveling. Give background and experience in strictest confidence. Box 147, **The MANUFACTURING CONFECTIONER.**

WANTED: Experienced candy maker for factory in Southwest. Must have experience in Creams and Hard Goods. Also ability to develop new ideas and pieces. Box 141, **The MANUFACTURING CONFECTIONER.**

WANTED: PLANT SUPT. CANDY. We have an opening for an expert in the candy industry who is capable of assuming complete production responsibility for keeping our chain of 65 retail outlets supplied with the finest quality chocolates. This is an excellent opportunity for a man of outstanding ability and experience to join one of the fastest growing candy companies. Write fully to Personnel Director: **BARTON'S BONBONNIERE, 80 DeKalb Avenue, Brooklyn, N. Y.**

HELP WANTED

CHOCOLATE AND COCOA GRINDERS require ASSISTANT SUPERINTENDENT for their plant on the West Coast. Younger man with knowledge of blending, machinery and modern manufacturing methods, energetic, hard worker apply under "GOOD FUTURE" to Box No. 142, **The MANUFACTURING CONFECTIONER.**

MACHINE DESIGN ENGINEERS

Manufacturer of automatic packaging machinery has attractive opening for experienced Machine Design Engineer with adequate knowledge of candy making processes, ability to do board work and direct work of layout and detailing personnel.

Applicants must have creative design qualifications, thorough knowledge of cam design and timing of machine elements. Location: Western Massachusetts. Established since 1913.

Submit resume of machine design experience, education, references and salary requirements. Box 143, The MANUFACTURING CONFECTIONER.

MISCELLANEOUS

FOR SALE: Old established Candy Manufacturing business covering central Florida. Best reason for selling. Ten Thousand dollars cash necessary. Box 144, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Candy store, Retail, Wholesale, Mfg. Est. 1914. Good downtown location. Good 5 year lease. Wonderful apportunity for candy man. Write for details. **CACTUS CANDY SHOP, 258 East Congress, Tucson, Arizona.**

POSITIONS WANTED

I HAVE HAD EXPERIENCE in the finest chocolate factories in Germany, in Felscke and Stollwerck as superintendent. I know the process of chocolate manufacturing thoroughly from the bean through to finished products. I also know manufacturing process of most candy products, such as marzipan and nougat. I would like to make contact with a large firm in the United States for employment. Box 1145, **The MANUFACTURING CONFECTIONER.**

EXPERT TECHNOLOGIST, foreman in all types candy and chocolate pan line including M & M candy chiclet gum and ball gum. This includes production from start to finish. Also specialize in bubble gum base. I will teach gum base manufacture anywhere including foreign countries. Box 948. **The MANUFACTURING CONFECTIONER.**

LINE WANTED
Metropolitan N. Y.—N. J.

We offer years of experience in successfully selling, merchandising and servicing all accredited JOBBERS, CHAINS, SUPERS, THEATRES, VENDORS, and DEPARTMENT STORES in the Metropolitan N.Y.C. and Northern N.J. area. We now seek an additional non-competitive line on a brokerage basis. We can arrange to guarantee credits, or invite you to avail yourself of our facilities to invoice and finance our own accounts. Write Box 1243, THREE EXPERIENCED SALESMEN OF INTEGRITY, The MANUFACTURING CONFECTIONER.

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS•ROLLS•SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags Sheets & Rolls

Tying Ribbons—All Colors & Widths

Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

CLASSIFIED ADVERTISING is designed to aid the candy man in finding a market for or source of used equipment, services and miscellaneous items. In replying to ads address: Box Number, The Manufacturing Confectioner, 418 N. Austin Blvd., Oak Park, Illinois.

Minimum insertion is 3 lines, at 35c per line, 70c for bold face; not subject to agency discounts.

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318 Palmer Drive
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Terr.: New York State

BUSKELL BROKERAGE CO.
1135 East Front Street
RICHLANDS, VA.
Contact Wholesale Groceries, Candy Jobbers and National Chains
Terr.: Va., W. Va., Eastern Tenn., and Eastern Kentucky

JIM CHAMBERS
Candy Broker
84 Peachtree Street
ATLANTA, GEORGIA
Terr.: Ga., Ala., and Fla.

WM. E. HARRELSON
Candy & Allied Lines
5308 Tuckahoe Ave.—Phone 44280
RICHMOND 21, VIRGINIA
Terr.: W. Va., N. & S. Car.

ROY E. RANDALL CO.
Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA 1, SO. CAROLINA
Terr.: No. & So. Carolina
Over 25 years in area

SAMUEL SMITH
2500 Patterson Ave. Phone 22318
Manufacturers' Representative
WINSTON-SALEM 4, N. CAR.
Terr.: Virginia, N. Carolina, S. Carolina

East Central States

BERNARD B. HIRSCH
4442 N. Woodburn St.
MILWAUKEE 11, WISCONSIN
Terr.: Wis., Ia., Ill. (excluding Chicago), Mich. (Upper Penn.)

FELIX D. BRIGHT & SON
Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE
Terr.: Kentucky, Tennessee, Alabama, Mississippi, Louisiana

H. K. BEALL & CO.
308 W. Washington St.
CHICAGO 6, ILLINOIS
Phone STate 2-6280
Territory: Illinois, Indiana, Wisconsin
25 years in the Candy Business

West Central States

JAMES A. WEAR & SON
P. O. Box 27
BALLINGER, TEXAS
Territory: Texas

Mountain States

JERRY HIRSCH
Manufacturers' Representative
Candy and Specialty Items
4111 E. 4th St.
TUCSON, ARIZONA
Territory: Arizona, New Mexico & El Paso, Texas

G & Z BROKERAGE COMPANY
New Mexico—Arizona El Paso County Texas
P. O. Box 227 ALBUQUERQUE N. Mex.
Personal service to 183 jobbers, super-markets and department stores. Backed by 26 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

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"World's Finest Candies"
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Terr.: New Mexico, Arizona & El Paso, Texas area

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953 E. Third St.,
LOS ANGELES 13, CALIF.
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3014 N.E. 32nd Ave.,
PORTLAND, ORE.
Terr.: 11 W. States & Hawaii

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Sell Wholesale Trade Only
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Hardie Brothers Company

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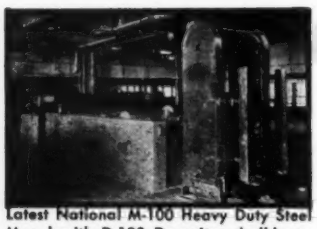
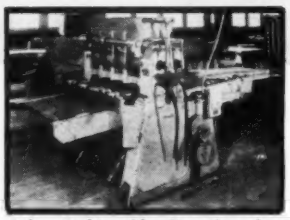
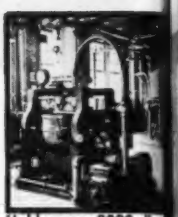


Latest National M-100 Heavy Duty Steel Mogul with D-100 Depositor, ball-bearings, forced feed lubrication. Currie Loader and Stacker and Currie Candy Cleaner.

2 — Hohberger Continuous Cream Machines, Premelting Kettles and Cream Beaters.

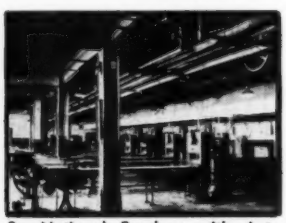


Baker Perkins Oka Depositor, Late Style, with complete assortment of Dies.



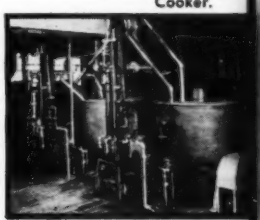
Hohberger 2000 lb. hour Continuous Co with Pre-melting Ke Baker Perkins Contin Cooker.

Huhn Starch Drying Equipment complete with interconnecting conveyors to operate with Mogul and Continuous Starch Sifter.

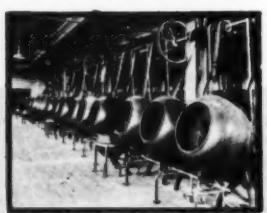


8 — National Enrobers with Automatic Feeders, Double Bottomers, Temperature Controls, Cooling Tunnel, Packing Table.

2 — National Peanut Cluster Enrobers, complete with special Peanut Cluster Feeder and Cooling Tunnel.



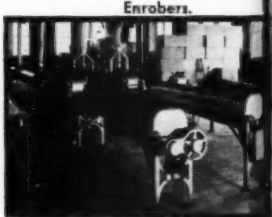
2000 lb. National Chocolate Me 2 — National 3 Column Auto Tempering Units for feeding pered chocolate from Kettle Enrobers.



36 — 38" Revolving Pans, with and without coils and ribs. Mostly Holmberg make. 7 — Steam Jacketed Syrup Kettles 20-50 gal. cap.

3 — 250 gal. Double Action Jacketed Jelly Kettles. 2 — 250 gal. Gum Kettles. 9 — 60, 100, 150 gal. Mixing Kettles.

2 — Hohberger Automatic Ball Machines with full selection of Rollers for balls and starlight kisses.



3 — Gaebel Continuous Plastic Fo ing Units with full selection of Di

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Approximately $100,000 of Equipment Recently Installed

ACT NOW FOR CHOICEST SELECTIO

All Offerings Are Subject To Prior Sale

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UNION
Rebuilt Machinery
Established 1912

Select YOUR EQUIPMENT NEEDS FROM THESE *Bargains*

New Cost of Hardie Equipment — Over $1,000,000

Modernize Your Plant Today with Highest Production, Top Quality Candy Equipment

Check This Partial Listing of Finest Quality Machines

MOGUL DEPARTMENT

1—Very Latest, National Equipment M-100 Fully Automatic, Streamlined, Heavy Duty Steel Mogul with D-100 Depositor, ball bearings, forced feed lubrication, entirely framed with covers, explosion proof motors, also with:
1—Currie Automatic Loader;
1—Currie Automatic Stacker;
1—Currie Continuous Candy Cleaner;
1—Huhn Starch Drying Equipment complete with interconnecting conveyors to operate with Mogul and Continuous Starch Sifter.
Hydro-Seal Pump Bars, Single 20 and Double 20, 24, 34 and 40.
20,000 Standard Size Starch Trays filled with starch, 14½" x 32" outside measurements—most trays almost new.
300 Steel Dollies for double lines of starch trays.
4—National Equipment type AD, Automatic, Wood Moguls with AC Depositors having Stainless Steel Hoppers.
2—Continuous Sugar Sanders.
3—250-gal. Double Action Jacketed Jelly Kettles.
2—250-gal. Single Action Jacketed Gum Kettles.
3—150-gal. Single Action Jacketed Mixing Kettles.
2—100-gal. capacity Double Action Mixing Kettles.
4—60-gal. capacity Single and Double Action Mixing Kettles.

CREAM DEPARTMENT

2—Hohberger Continuous Automatic Cream Machines complete with Premelting Kettles and large, high-production Hohberger Smooth Cream Beaters, capacity up to 20,000 lbs. per day.
1—Hohberger Continuous Cream Drum feeding into Day 100-gal. Double Arm Jacketed Tilting-type Cream Mixer.
2—75-gal. Baum Jacketed Cream Breakers.
1—N.E. 50-gal. type EB Cream Remelter.

CARAMEL & NOUGAT DEPTS.

2—Ideal, High Speed, Late Style ⅞" Caramel Wrappers.
1—Racine Heavy Duty Caramel Sizer.
2—Racine Caramel Cutters with 20" beds, motor driven.
3—50-gal. Savage Patent Tilting Kettles, Double Action.
2—50-gal. Burkhard Single Action Tilting-type Caramel Kettles.
1—Mills Nougat Cutter.

MARSHMALLOW DEPARTMENT

3—Savage 200-lb. Motor Driven Oval type Marshmallow Beaters, late design, Stainless and Steel.
1—120-qt. Glenn Vertical Mixer.
1—80-qt. Hobart Vertical Mixer.

CRYSTAL DEPARTMENT

2—Crystallizing Tanks with motor driven Agitators.
10—Crystal Storage Tanks.
500—Crystallizing Baskets.

HARD CANDY DEPARTMENT

1—Hohberger 2000-lb. per hour Continuous Cooker with Premelting Kettles.
3—National 400, 600, and 1000-lb. per hr. cap. Continuous Cookers with Kettles.
1—Baker Perkins 1000-lb. per hr. capacity Continuous Cooker.
1—Devine Pure Sugar Continuous Cooker, vacuum-type with 2 Kettles.
2—Hard Candy Vacuum Pans with Premelting Kettles—1-100 gallon, 1-75 gallon capacity.
12—3' x 8' Column and Savage Water-Cooled Slabs.
8—3' x 6' Mills solid-type Coolers.
9—York Batch Rollers—6', 7', 8'.
3—Hildreth Form 3, 100-lb. capacity Pulling Machines.
2—Hohberger Continuous, Fully-Automatic, Ball Machines with full selection of Rollers for balls and starlight kisses.
2—Gaebel Continuous Plastic Forming Units with full selection of Dies.
2—Hansella Plastic Forming Units with full selection of Dies.
2—High Production Mills After Dinner Mint Machines with 6" x 8" Rollers.
1—Mills 6" x 8" Drop Machine with full selection of Rollers.
1—Hansella High Speed Drop Machine with full selection of Rollers.
4—Hohberger Continuous Cutters with full selection of Chains.
2—Igou Continuous Stick Forming Machines.
3—Racine Sucker Machines, late construction with full selection of Rollers.
2—Racine Model M Die Pop Machines with full selection of Dies.
6—Assorted Lump Cutters.
5—Package Machy. Model K Kiss Cutting and Wrapping Machines.

REVOLVING PAN DEPT.

36—Revolving Pans, 38"—with and without coils, also with and without ribs, mostly Holmberg make.
7—Steam Jacketed Melting Kettles, 20-50-gal. capacity.
2000—Pan Boards.

COCOANUT DEPARTMENT

1—Baker-Perkins Oka Depositor, Very Late Style with complete assortment of Dies.
1—Racine Cocoanut Slug Depositor with Agitator.
1—National 24" Bon Bon Coater with Automatic Feeding Table, Plaque Delivery System. Trays and Racks for the above.
3—Heilman Cocoanut Bon Bon Forming Machines.
4—Day Double Arm Cocoanut Mixers, tilting type, 75 and 100 gal. cap.
1—Mills #3 Cocoanut Grater.
1—8-pot Bon Bon Dipping Table with Jacketed Copper Pots.

CHOCOLATE ENROBING DEPARTMENT

8—National Enrobers with Automatic Feeders, Double Bottomers, Automatic Temperature Controls and Cooling Tunnel and Packing Table.
2—National Peanut Cluster Enrobers, complete with special Peanut Cluster Feeder and Cooling Tunnel.
5—Kihlgren Strokers.
2—Latini Decorators.
1—Reiche Hollow Mould Tumbling Machine with complete selection of Hollow Moulds.
1—Elma Hollow Mould Filler.
1000—Hollow Moulds, complete Selection.
6—2000-lb. N.E. Chocolate Melters.
4—1000 National Chocolate Melters.
4—500-lb. National Chocolate Melters.
3—300-lb. National Chocolate Melters.
2—National 3-Column Continuous Automatic Tempering Machines for feeding tempered chocolate from the chocolate kettles to the Enrobers.
1—Loewenstein Assorted Shape Foil Wrapping Machine.

SOLID CHOCOLATE MANUFACTURING

3—Bramley Refiners, Latest Model, with motor.
1—3000-lb. capacity Bramley Emulsifier.
2—National 4000-lb. capacity Close Coupled Conges.
1—Bausman Battery of 4 Disc Refining Machines complete with all interconnecting parts and two 500-lb. capacity Feeding Kettles.
1—Lehman type 712 High Speed Five-Roll Roller-Bearing Refiner.
1—National 5-Roll Refiner.
7—Day Jumbo Jacketed Chocolate Mixers and Starch Tanks—3 are 5000-lb. cap., 4 are 4000-lb. cap.
1—Lehman 6-ft. Stone Roll and Bed Melangeur.
6—2000-lb. capacity National Underdriven Chocolate Melters.
1—Large Hottman Double Screw Arm Chocolate Mixer.
1—Mikro type 2-TH Sugar Pulverizer with 10 HP motor.

PEANUT DEPARTMENT

1—Lambert 5-bag gas-fired Roaster with Cooling Drum.
1—Lambert Metal Peanut Blancher.
1—N.E. Bausman-type Peanut Butter Mill.
1—30" Smith Chopper.
1—Straub Peanut Butter Mill.
1—National Almond Blancher with Rubber Rollers.

MISCELLANEOUS

1—Hayssen, practically new, 5-11 Wrapping Machine with over-edge attachment and extra heads.
2—Amsco High Speed Rotary Bag Sealing Machines with Stainless Steel Conveyors.

Our Representatives Are On The Premises Daily To Show You Through The Plant, Phone Atlantic 1-7400

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Advertising space in The MANUFACTURING CONFECTIONER is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers. Advertising of finished confectionery products is not accepted.

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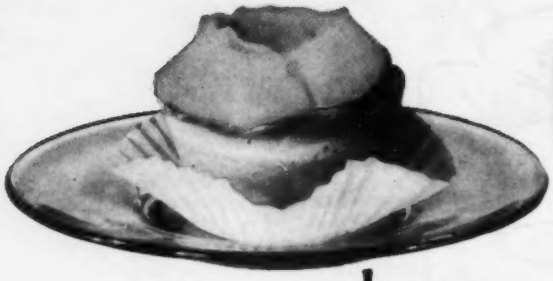

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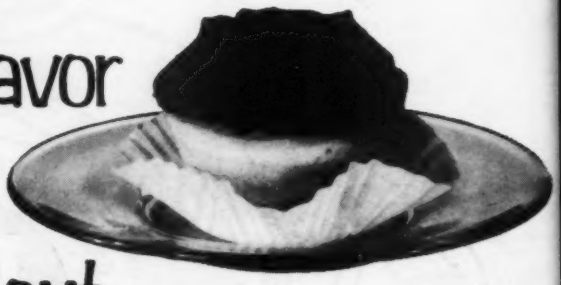
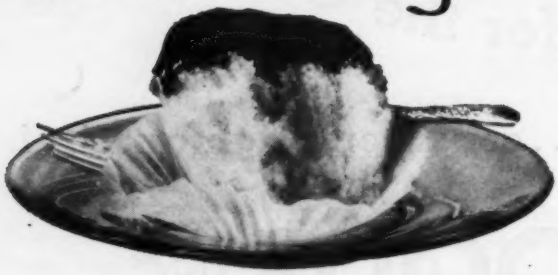
Use Strawberry Flavor



whose taste fades out.

NORDA Flavors don't fade out,

So... always come to NORDA



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Watch your flavors, or your customers may fade away. Use Norda Flavors. They last. They stay true. They bring business to you. Get *free samples* by sending your business letterhead.

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